

FIG. 1A

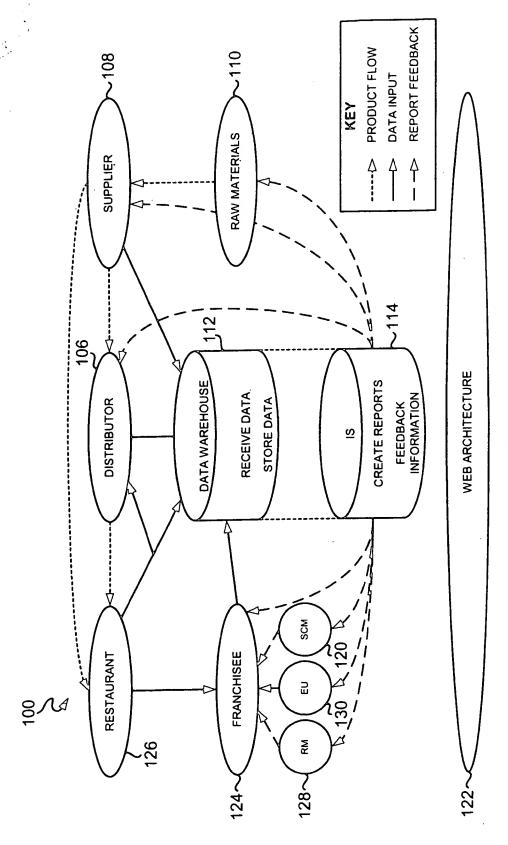


FIG. 18

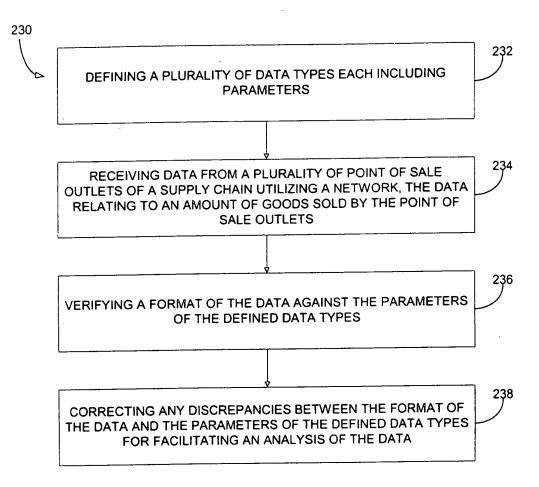


FIG. 2

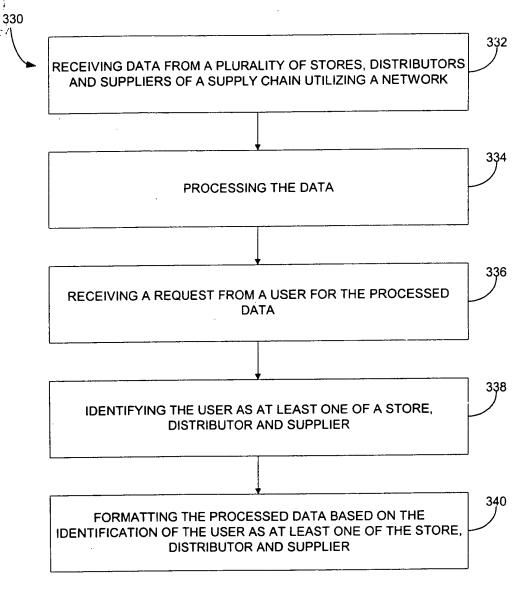


FIG. 3

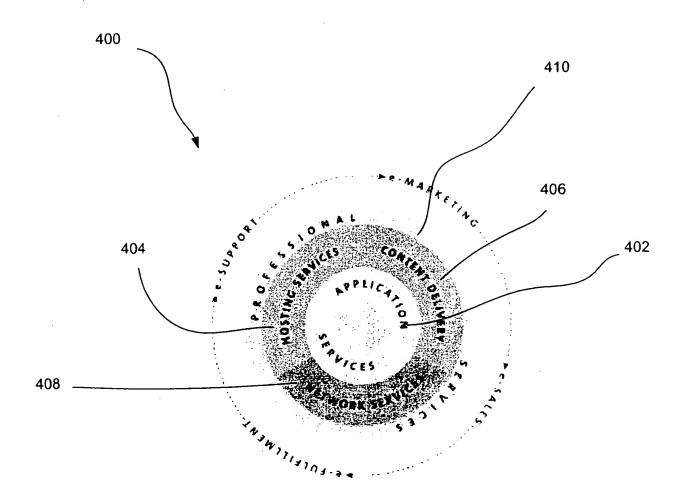


Fig. 4

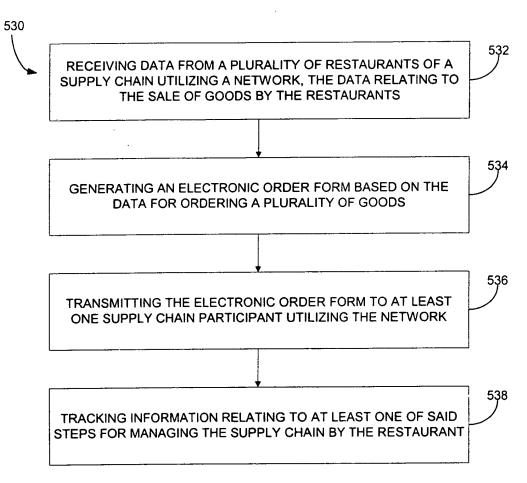


FIG. 5

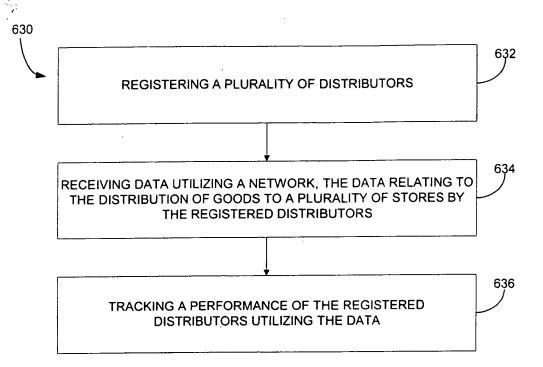


FIG. 6

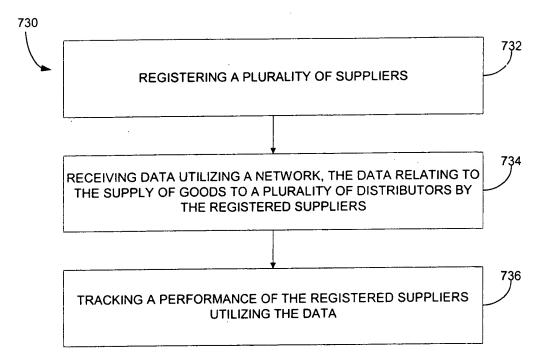


FIG. 7

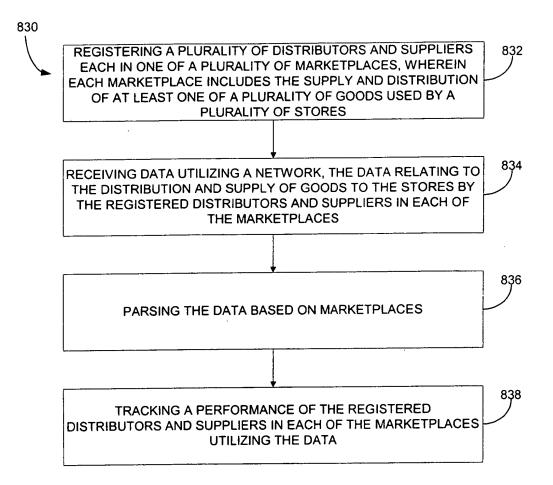


FIG. 8

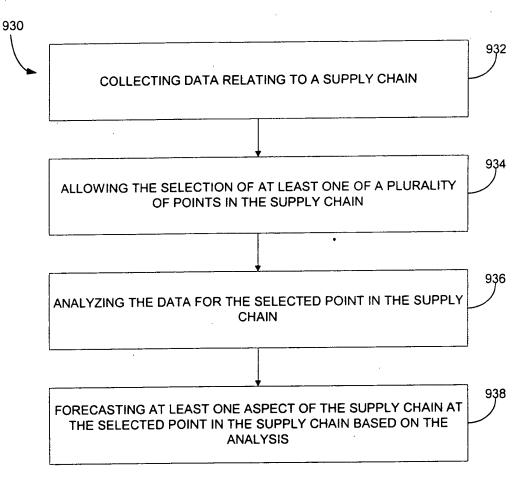


FIG. 9

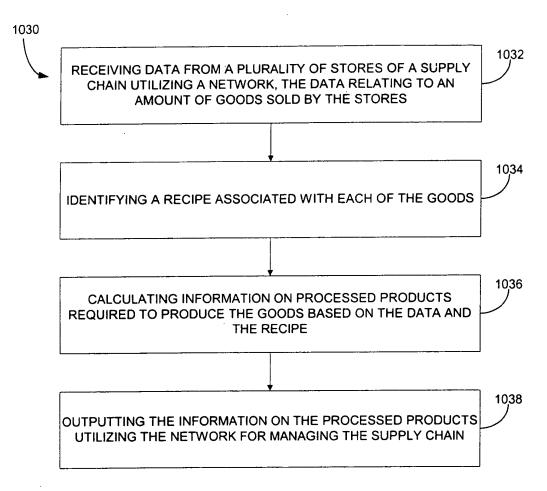


FIG. 10

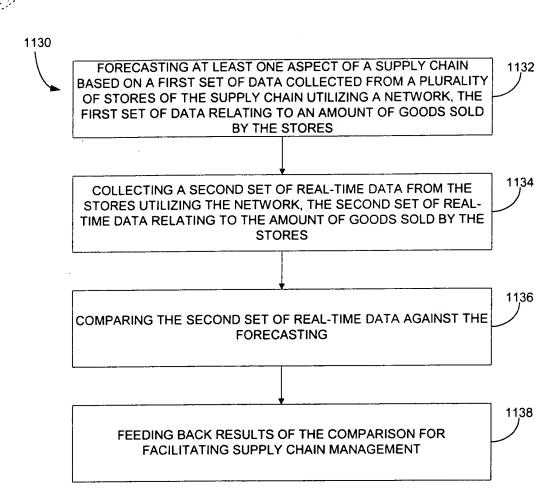
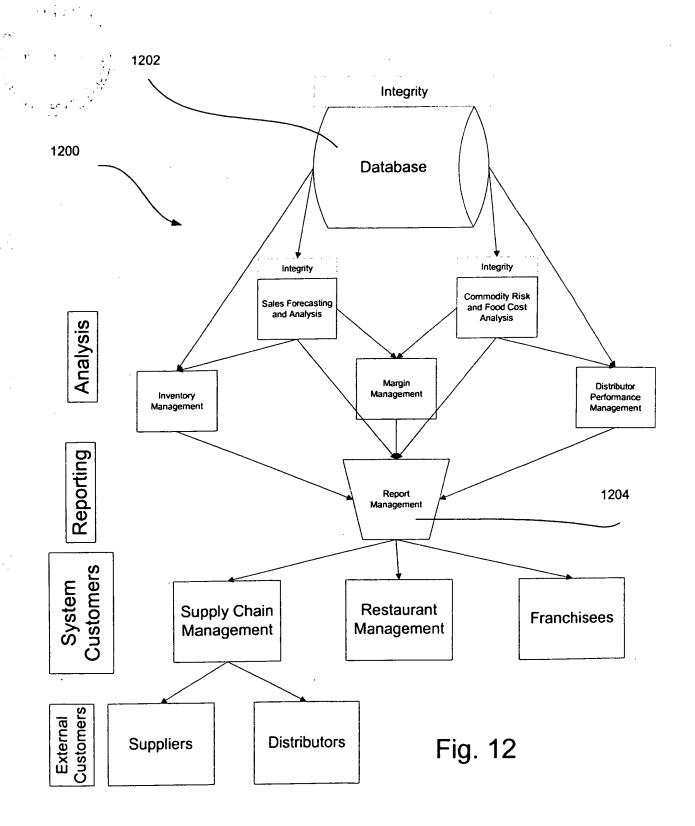


FIG. 11



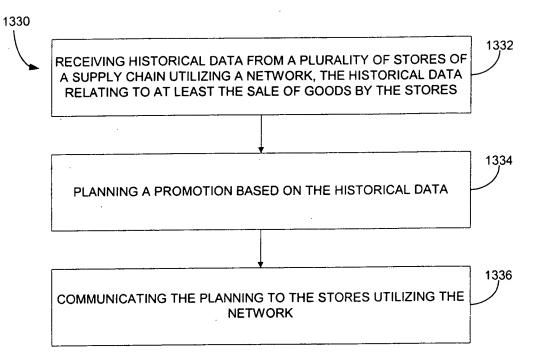


FIG. 13

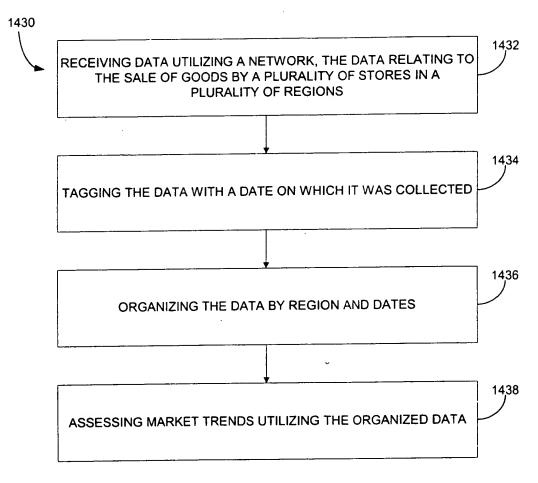


FIG. 14

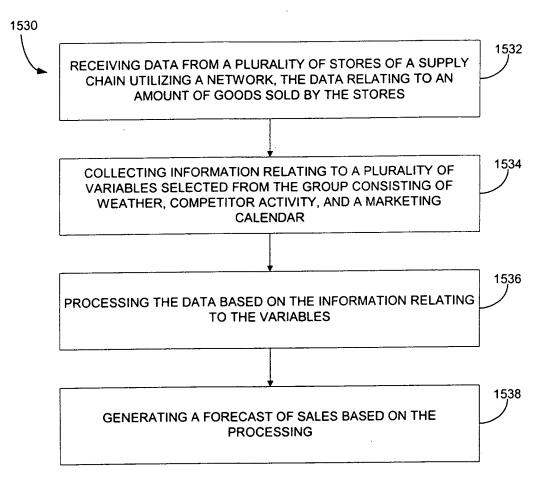


FIG. 15

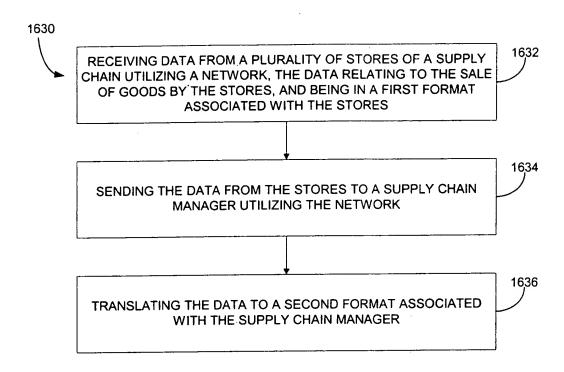


FIG. 16

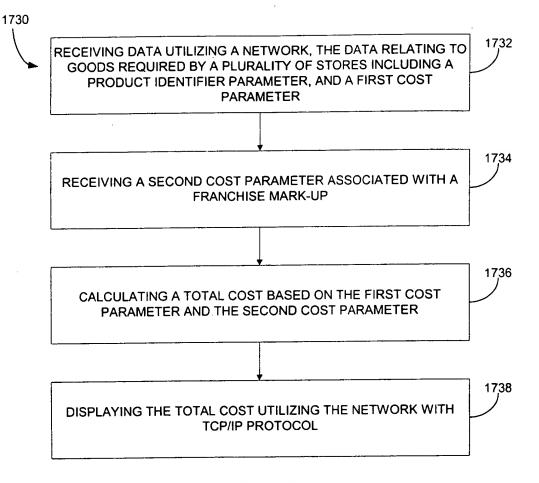


FIG. 17

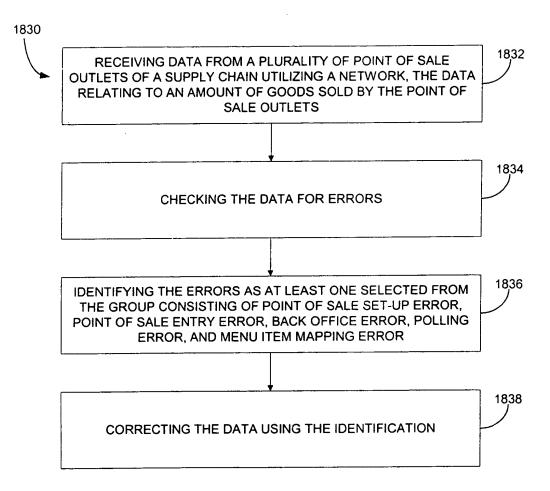


FIG. 18

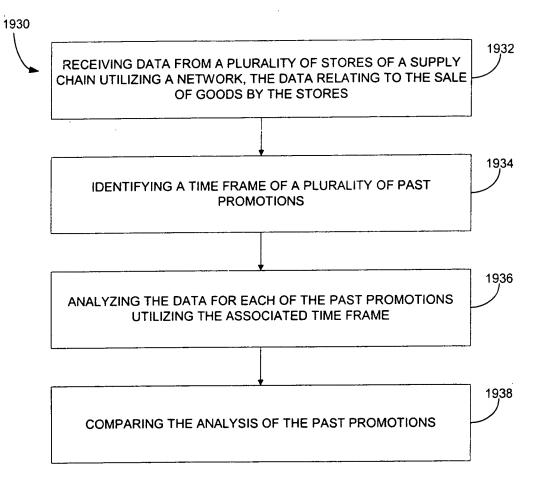


FIG. 19

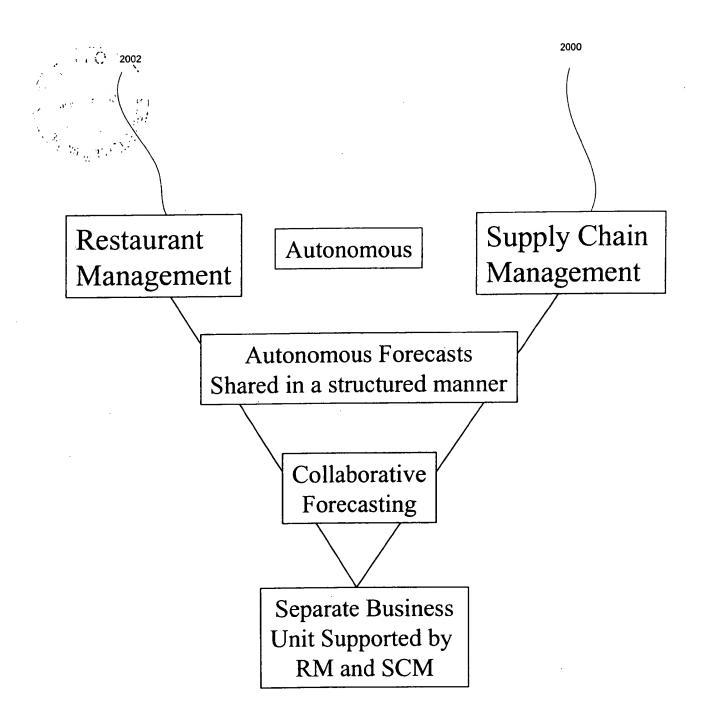
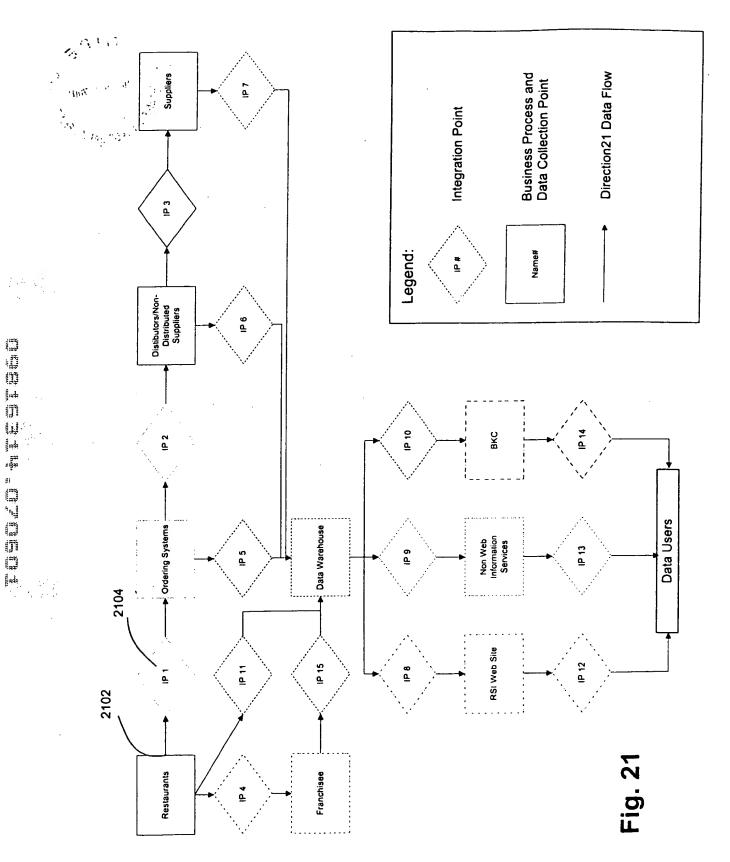
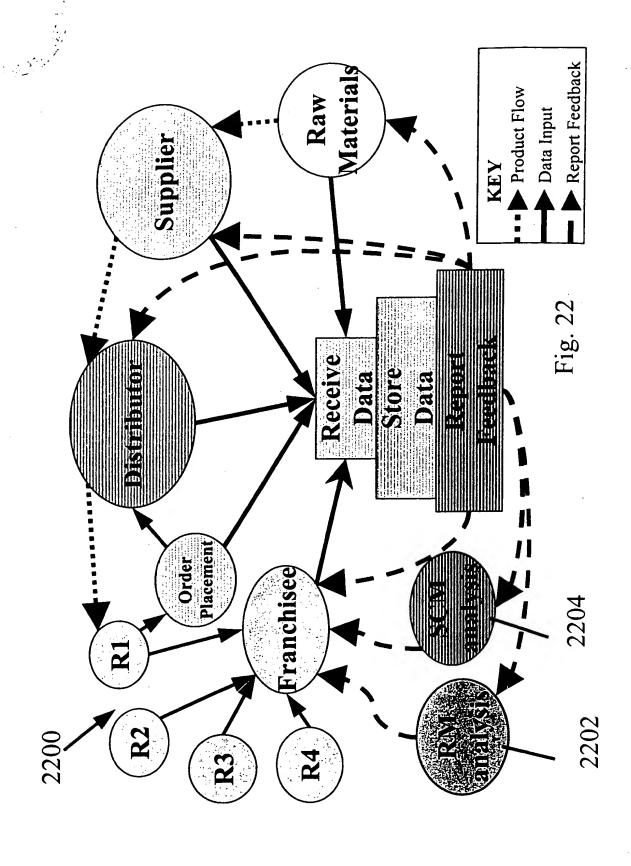


Fig. 20





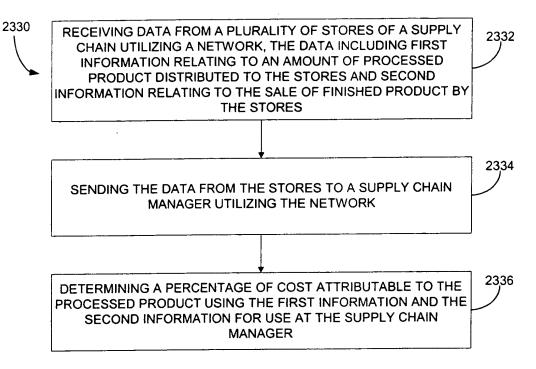
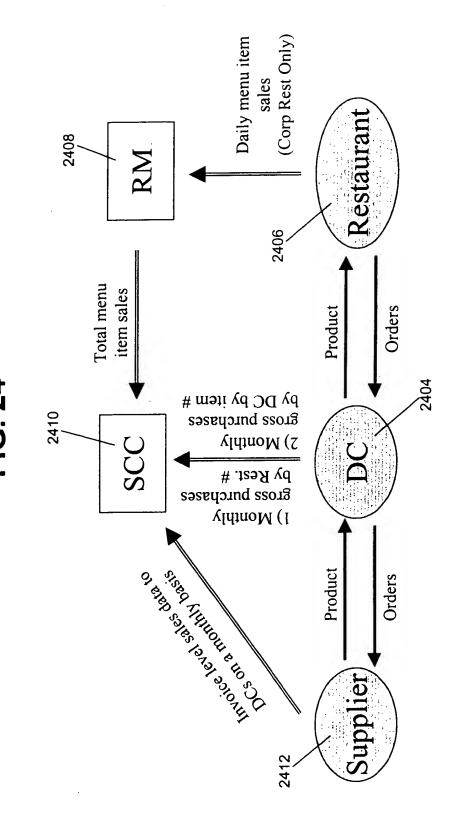
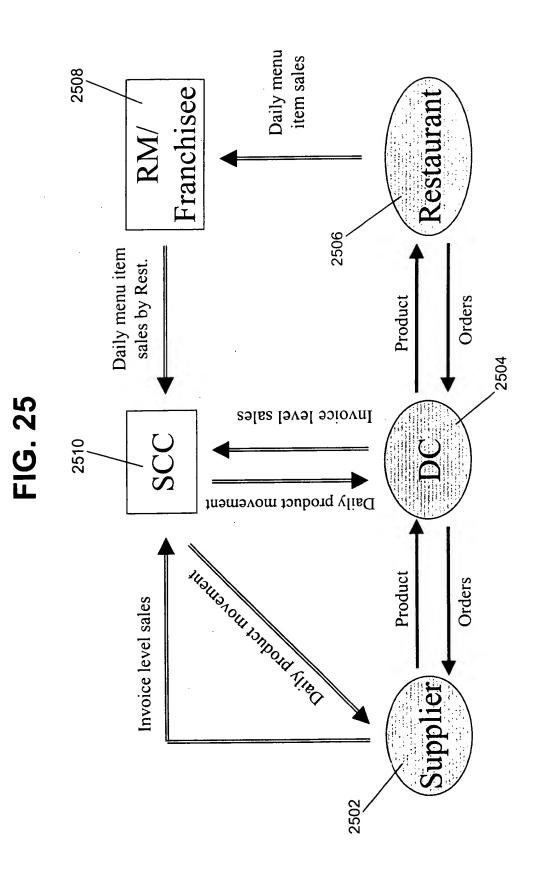


FIG. 23





2002	_					9	© N		4	Ċ					2604	•
Week	9	07	W-6	History W-5 W	4	W-3	orecas W-2	st Wo	Sales Forecast Worksheet - System W-3 W-2 W-1 W+1 W+2 W+3	et - Sy W+2	ystem W+3	Fore N+4	ιņ	9+M	8	9
GRP's Ntn'l Marketing Theme Advertising Score																
Local Considerations Competition Index																
Seasonality Index	100000															
Key Products by Menu Item (units/day/store)	s/day/sto	re)														
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE YWVM WHOPPERS	802	723	701	140 692	135 623	760 760	196 921	1/2 829	900	172 943	179 829	196 912	206 958	204 948	143 707	164 813
Key Products by Inventory Item (cases/day	cases/da	ly/store)														
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	9.9	8.0	8.6	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.5	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	ნ .	2.5	2.8	2.5	2.7	2.8	2.7	5.9	3.1	3.0	2.2	2.5
Pickles - Pail	8. 6	. 5	د . د	د دن و	- 6	4. 6	1.7	6. 6	1.7	6 . 6	1.7	6 . 6	6.6	6.1	4.6	9.1
wrap wnopper Ketchup- Bulk		. 6.	5. T.	5. 4.	1 0.7	 5. 5.	O 4.	1.3	. 4 . 8	2. t	5. 6.	2.0	0. 4 4. 1	0. V	0.0 5.0	0.3
Bun-Whopper 5" (dozen)		101.8	87.3	9.98	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0		3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0		4.6	4.3	4.7	4.9	4.9	3.5	4
Onions - sliced	4.5	ď	2 2	,												
		<u>ن</u>	ა ა	3.5	3.0	3.6	4 4	0.4		4.6	4.3	4.7	9	6,4	3.5	4

17 13 S

FIG. 27

		Promotional Monitor - System & Regional	onal Mc	onitor -	System	& Regid	onal						
			History	VIC					Week #1	:#1			
		W4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	9+O	D+7	Total
Total Sales(\$/Store)	re)	\$23,000 \$23,500 \$23,250 \$23,450	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales	Menu Item Sales for Key Products(units/restar	urantiwed	- P - P - A			美国	阿斯德斯	E-TEMPS	The State of		10000000000000000000000000000000000000		
Category	Segment								0.00				
Whopper	WHOPPERS	215	211	228	569	32	g	37	37	40	9	46	788
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	56	165
	YWWM WHOPPERS	669	629	714	813	8	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	<u>4</u>	157	170	170	183	275	209	1,309
Variance from Exp	Variance from Expected (Highlighed Areas are O	utside of Expected Range)	xpected F	(ande)									
Whopper	WHOPPERS	11.4%	-9.8%	-9.8% -23.2%	4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	%0.6	6.6%
	YWVM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	2.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	. 9.6%	-23.4%	4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	%6.9

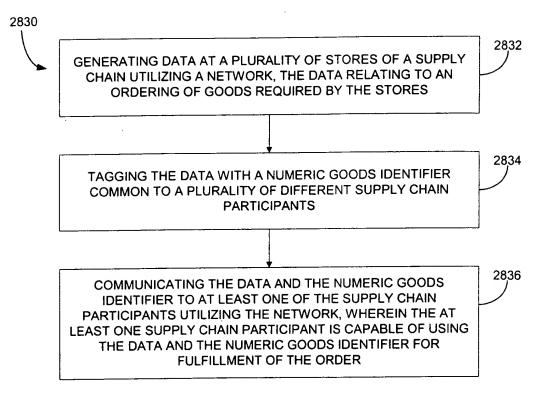


FIG. 28

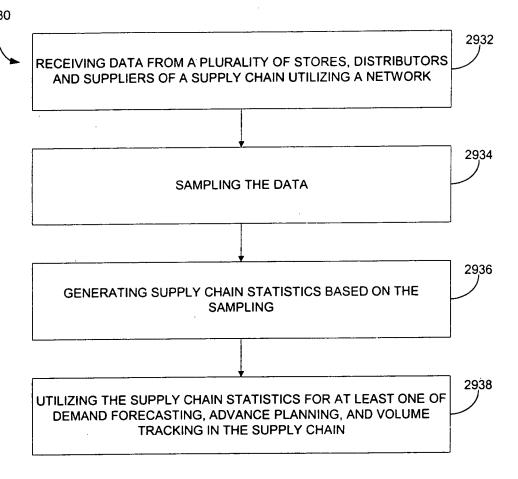


FIG. 29

ıt Topeka	Jun-00
Distribution Center: Alliant Topeka	Time Period (Month/Yr):

3000

Delivery Order Fill Rate

	verlooked and	מווופת		0.00%	
	Overloo	101	_	9	
	April ao PodS	SHOIL OIL HUCK	284	0.43%	
	MicBicks	WISTICKS	62	%60'0	
	0000000	Damages	89	0.10%	
	4	warehouse Outs	154	0.23%	
			Cases:	Percent	
	:	Operations:			
3002	700	_			

1060

0.00%

Out of Code Total Purchasing

Substitutions

Out of Stocks

Purchasing:

3004

990

Cases: Percent:

Total Operations

1		%	%	%
	Percent	%98'0	1.61%	2.48%
	Cases	568	1060	1628
	Distribution Center Total:	Operations:	Purchasing:	Grand Total:

Delivery Order Fill Rate:

On-Time Delivery Rate

0.00%	On-Time Delivery Rate:
	# of On-Time Deliveries:
1232	Total # of Deliveries:

Perfect Order Rate

58.85%	Perfect Order Rate:
725	Total # of Perfect Orders:
1232	Total # of Deliveries:

FIG. 30

***** Number of Days to Resolution in August **** Longest Resolution Time 3100 Days to Resolution Alliant - Monthly DC Data Feed Performance Total Incidents August 2000 **Mock Report** NO file (more than 24 hrs late) www..... Number of Incidents in August ***** 瀬 LATE files ■ Average for all DC's BAD files Alliant



3200

Service Level Reporting August

	WASHING PAIN PAIN SUBSTITUTE	# Time	Was One Time of St Partner Order
Allow Badinah	-		No. of the last of
Alianti acucanta con service	99.14.0	and the same of th	
The second second		ويستعدد والمحافظة	
Allant Wixom	89.05%	The state of the s	
King-Atlanta	99.34%		78.70%
King-Jacksomville:			
King-Louisville 17.4			
Maines 29, Conklin - Charles	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	89.41%		
Maines New England			79.83%
MBM Fullerton	89.13%		#DIV/Oi
MBM Lewisville于社会的企业			#DIV/Oi
MBM Orlando			#DIV/oi
MBM Rocky Mount	99.13%		#DIV/0i
McCabe's The state of the state			
McLane Lubbock	i0/AIG#	#DIV/0i	i0/AIQ#
Nicholas & Co. 1977 18 18 18 18		1.45	
PFD Supply	99.16%		
PFG Victoria	85.42%	#DIV/0i	
PYAMonarch (89.20%		
Reinhart-Cedar Rapids	%50:66		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	%60.66	35.00 BOB STREET STREET	200 A 100 A 700 A
Shamrock Commerce City	运送	200700 20000 20000 2000 2000 2000 2000	44 CONTRACTOR 198
Shamrock Phoenix 1997	98.81%		
Sygma Harrisburg			
Sygma Stockton	Land State of the		
Sysco	A series of the		the state of the s
	000-00		

98.50% 99.50%		Fill Rate	On - Time	Perfect Order
7,05 66	BKC Min	%05'86	%00.06	78.00%
	RSI Min	89.50%	%00.08	80.00%

	SI Min.	K Min.
οĸ	Didn't meet RSI Min.	Didn't meet BK Min.
14.5	,	
No. of Section		

FIG. 32

FIG. 33

Vendor:

XYZ Company

Aug-00

3300

Delivery Statistics:

Time Period:

3300

Inventory Management:

On-Time Delivery Percentage DC Adherence to Lead-Time DC Requested Lead-Time Hours Delivery Late Days Delivery Late

95%

0.93

%56

4

Average Days On Hand Max Days On Hand SKU #1 SKU #2 SKU #2 SKU#1

19

64 32

Invoice, Payment and Pricing:

Monthly Freight Variance Monthly Total Variance Monthly FOB Variance Days for Payment

12	30,152	3,594	33,746
	ક્ર	ક્ક	ક્ક

Monthly Carrying Cost Average as % FOB SKU #2 SKU#1

42,513 12,589

Invoice Accuracy:

Perfect Order Percentage PO Accepted Rate Invoice Fill Rate

%00.66 92.34% 97.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance

August 2000 Mock Report

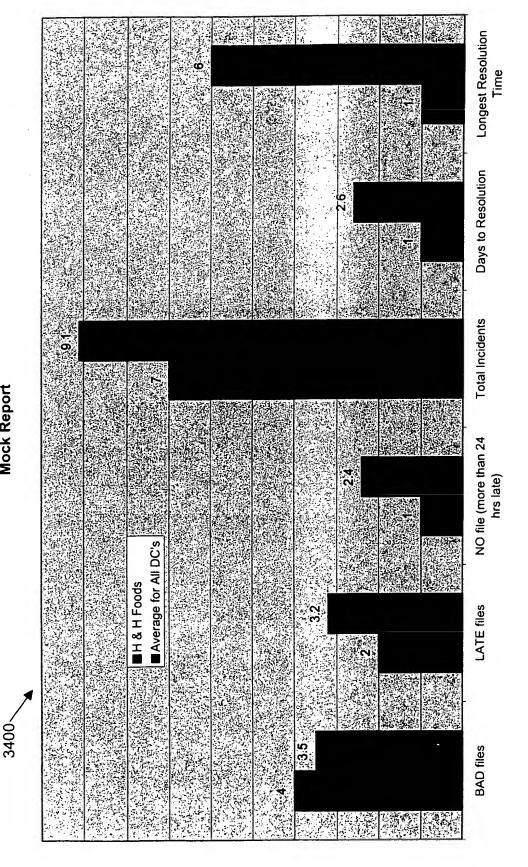


FIG. 3

Service Level Reporting November - Mock Report

Perfect Order | Monthly Carrying A SECTION OF SECTION S Monthly Total
Overcharge OMPONENT HARDWARE GROUP IAUI CUP AUTHAR CONTRACTOR GRANT.COUNTY.FOODS. FRESH EXPRESS (\$100 YES) TAYLOR FARMS (\$100 YES) EVERAGE AIR THE

	Monthly Total	Perfect Order	Monthly Carrying
	Overcharge	Percentage	% Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

EUDEN DIGHT MEET RSI Min.



350

3600

Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0.30						
Total Dollar Purchases (in Millions) /2	i (in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

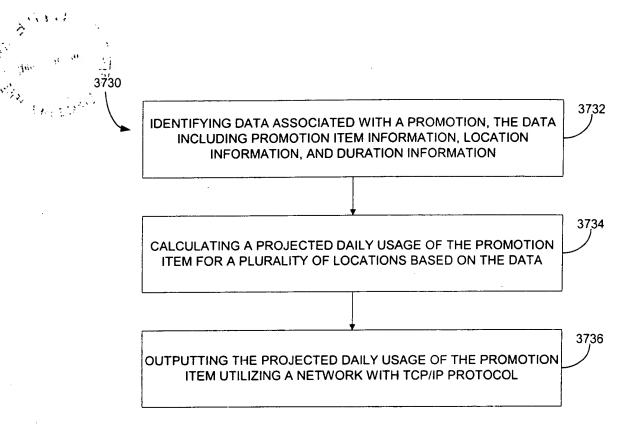


FIG. 37

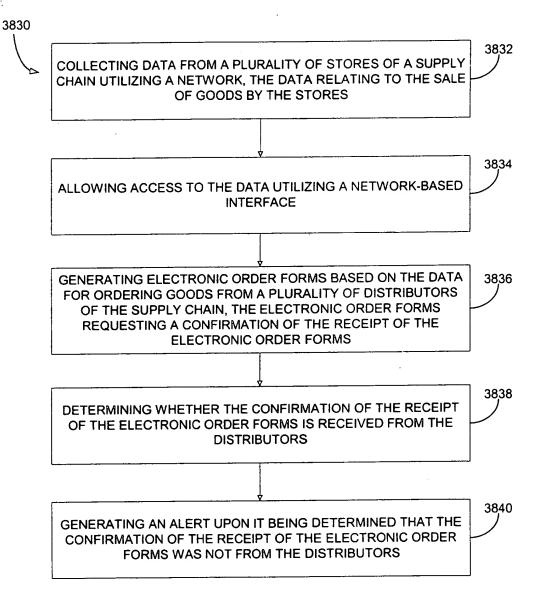


FIG. 38

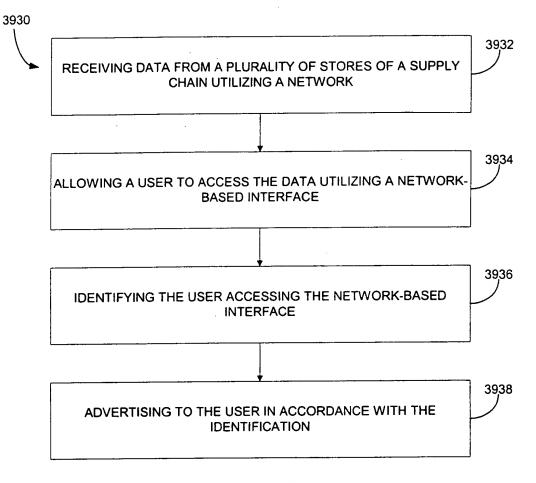


FIG. 39

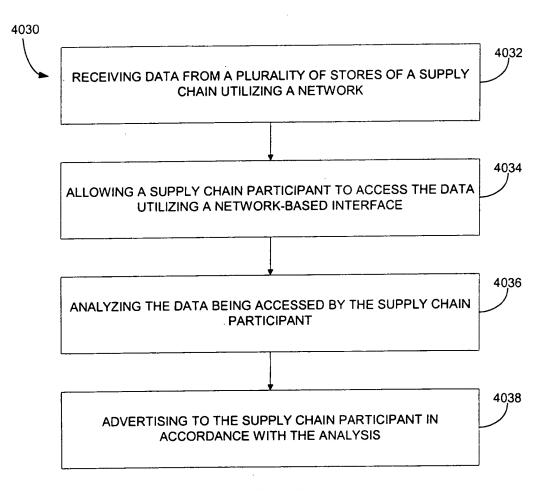


FIG. 40

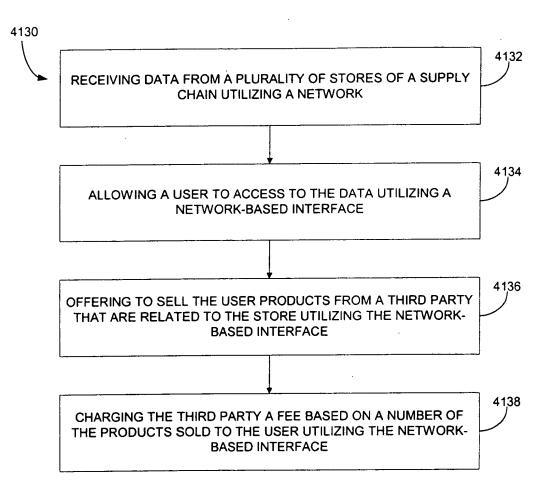


FIG. 41

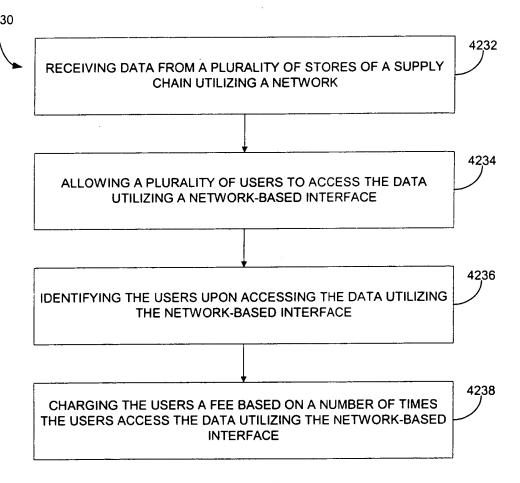


FIG. 42

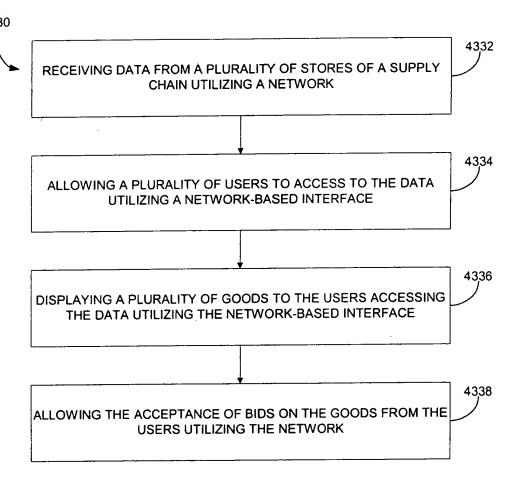


FIG. 43A

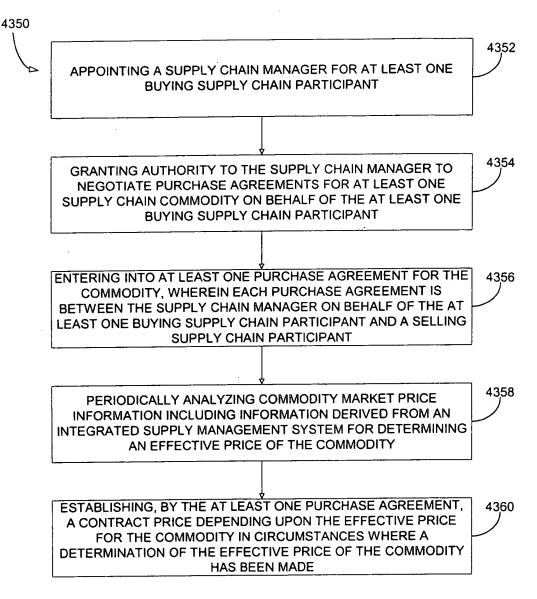


FIG. 43B

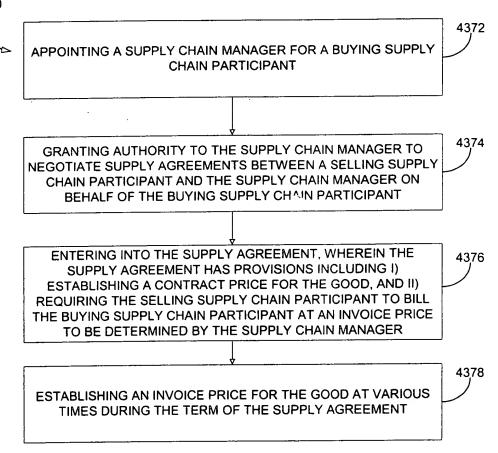


FIG. 43C

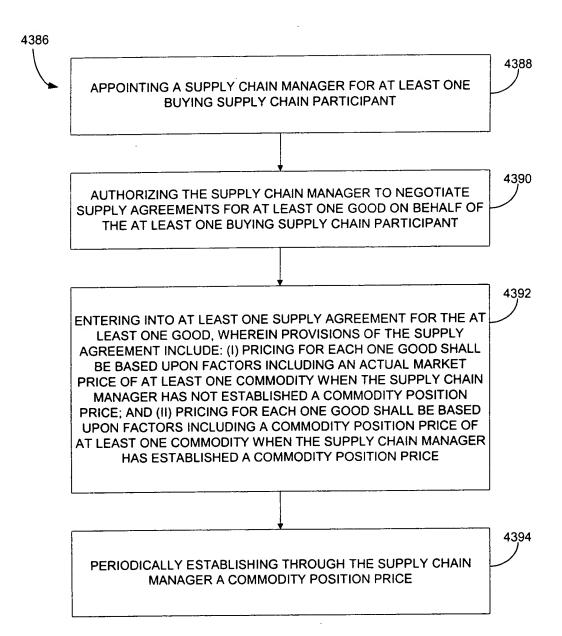


FIG. 43D

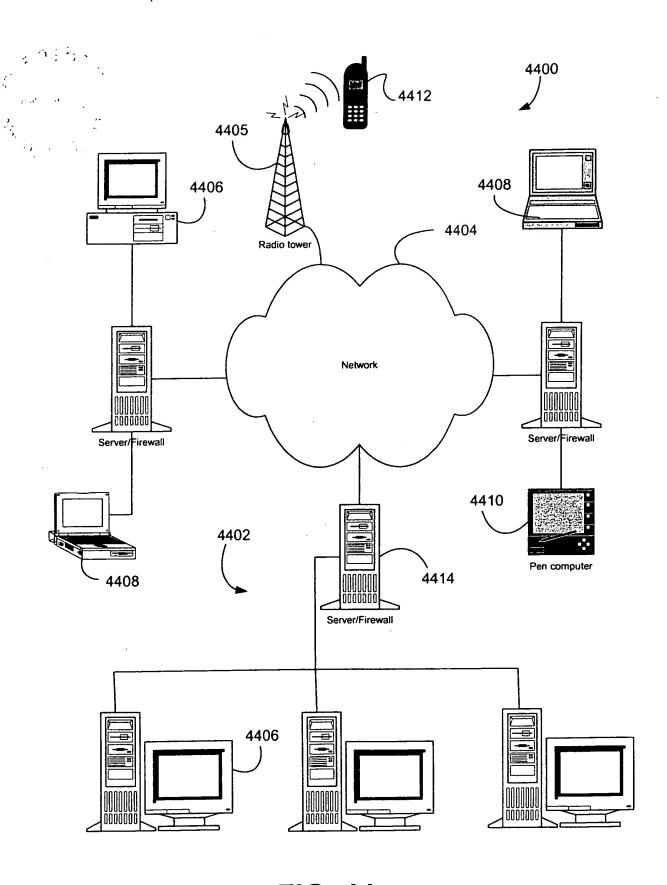


FIG. 44

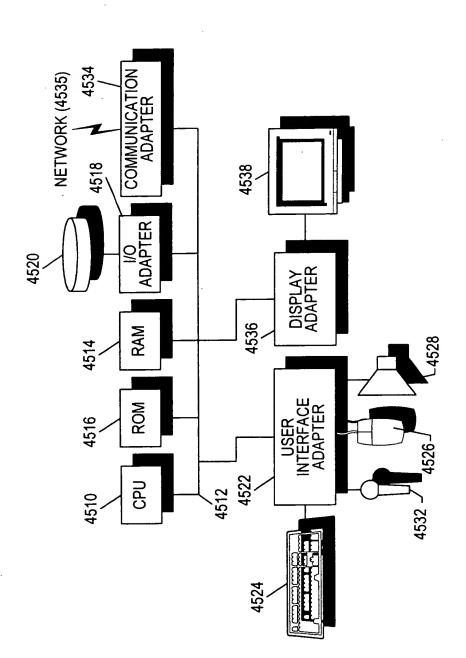


FIG. 45

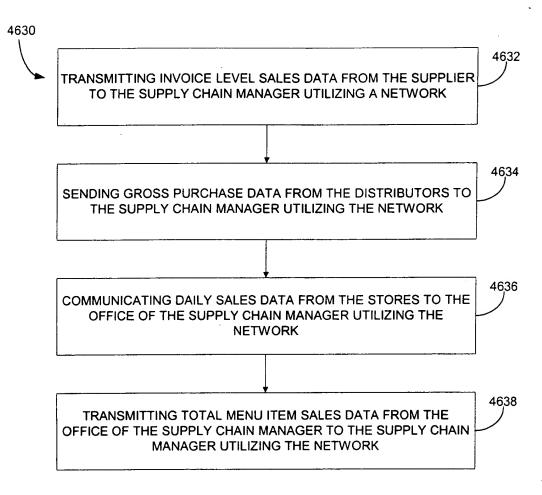


FIG. 46

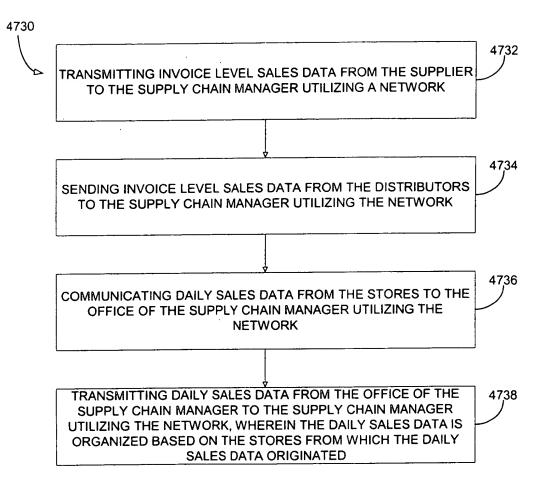


FIG. 47

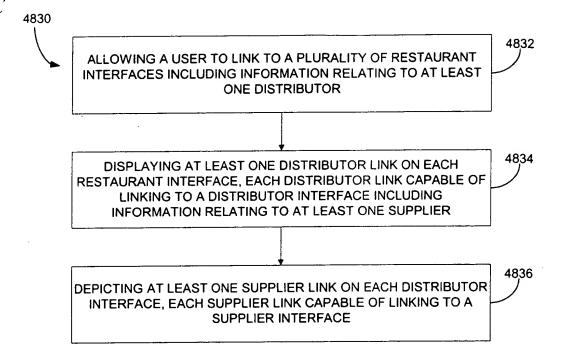


FIG. 48

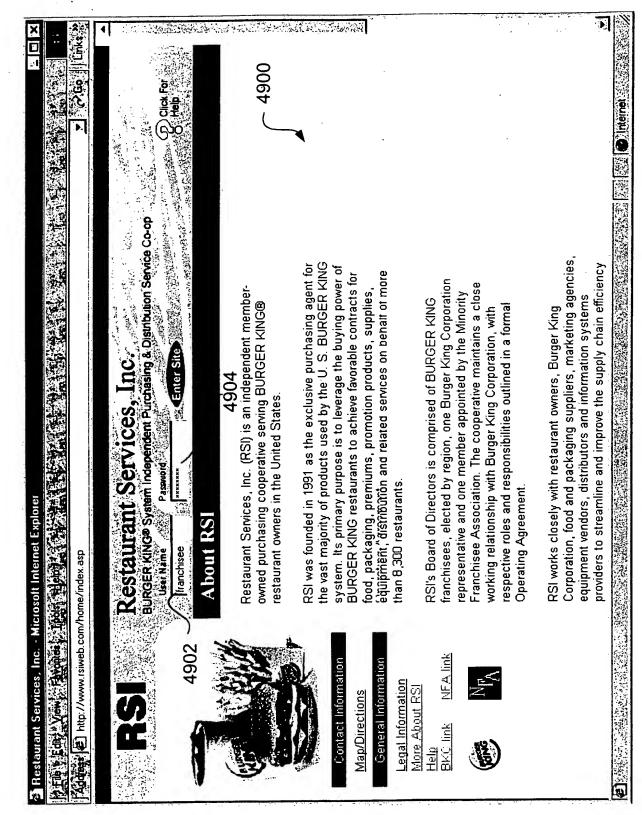


FIG. 49

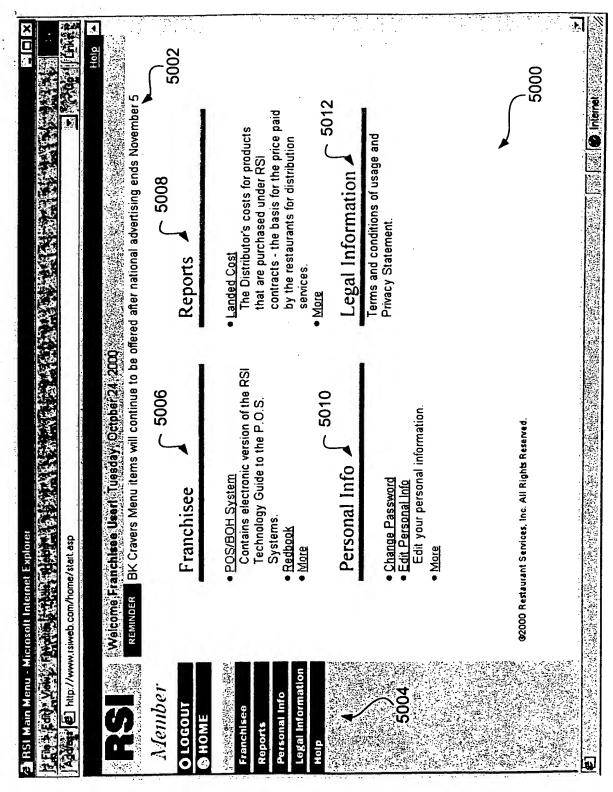


FIG. 50

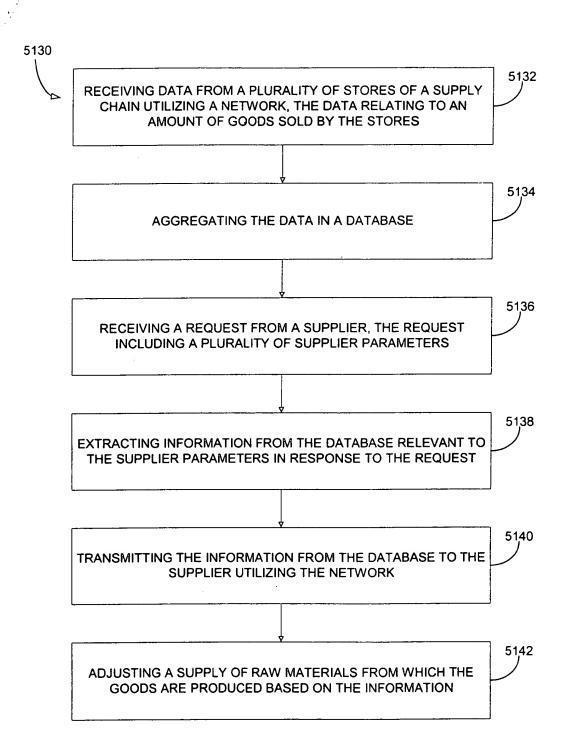


FIG. 51

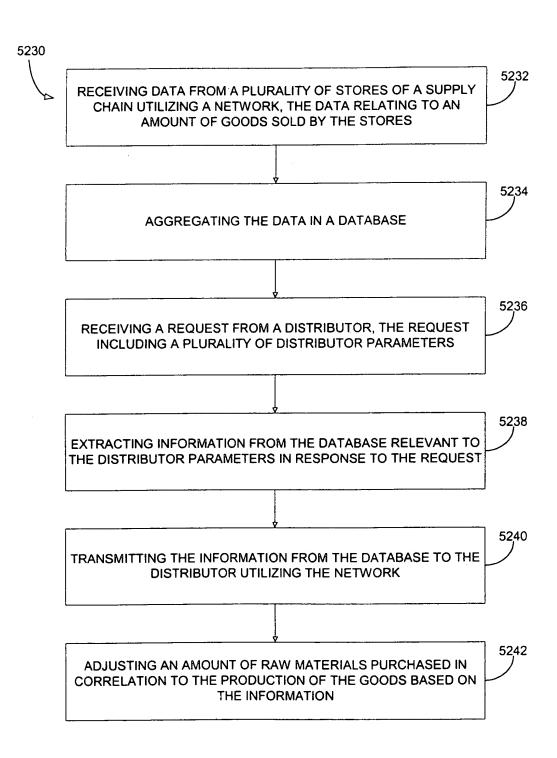


FIG. 52

FIG. 53

Control Drinter Friendly Version	Cina DEINHADT CEDAD DADING IA	Help Help 7 5400
	-1	
The information contain Distributor, you are herel	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	ed only for viewing and use by Distributor. If you are not his report is strictly prohibited.
্শীয়াইজিল্ল এট্রে Reports Circles	Discreted Start Projected Clark Projected Clark	Ct.
	cago, iL 5/1/00 85	weeks) nest count non-Paniopaing hestaurants 99 8
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	Peoria, IL 651	para markatika da masakan sampatan sabapatan kasaka manasa mara manasa sa masa masa masa masa masa mas
	000000	
32 oz. Motor Cup Total	Springrield	1 6,
Big King	Cedar Rapids Waterloo Dubq 4416.00	0.00
	Development Production of the	
Bio King Total	Ottumwi-Kidsille IA	
Pancake	Chicago. IL 5/15/00 20	A. 00
	20.	
	4/15/00 20	And the state of t
Pancake Minis Total		35

FIG. 54

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4 dioH			you ar	97.8	1.01		785	354		
			pplier User, you are	10/2	10/3		774	327		
8		·	Supplie	10/3	10/15	4	8	330	1.816	
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FIG. 55

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ication Report - Microsoft Internet Explorer //tran/i_rptic.asp?report=true ed Cost Report rant Number: 0003473 Date: 10/22/00 Retrieve	Printer Friendly Version Restaurant Landed Cost Verification Report Report Date: Sunday, October 22, 2000 Restaurant Number: 0003473 Distribution Center: REINHART - CEDAR RAPIDS, IA	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited. RSUITEM RSUITEM DC Hem No NO RSUITEM AGGE 102-40 4439 REGISTER TAPE THERMAL 2.25 × 165 102-40 452.127 S1.57 \$1.57	SUGAR SUBSTITUTE-PINK PKT 2000 CT SAUCE BULKKRAFTBULL'SEYE COFFEE-FOLGERS REGULAR MUSTARD-BULKGOAL:	20940 4281 WRAP-LOCAL OPTION 24340 SAUCE-BULK MAY'DNINAISE 24500 4270 WATER-ICE MOUNTAIN 5L
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FIG. 56

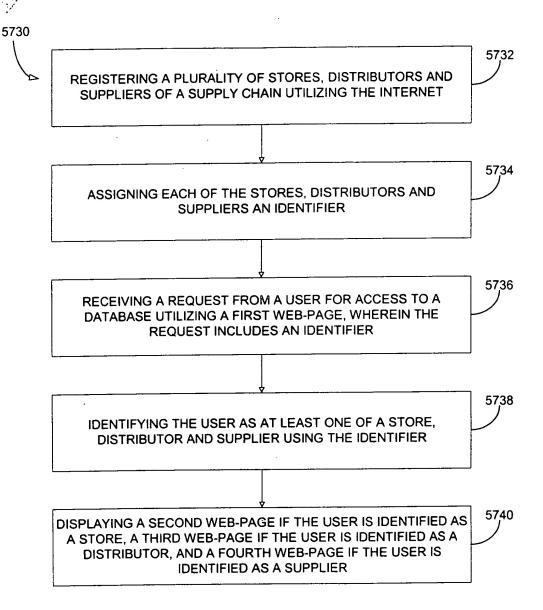
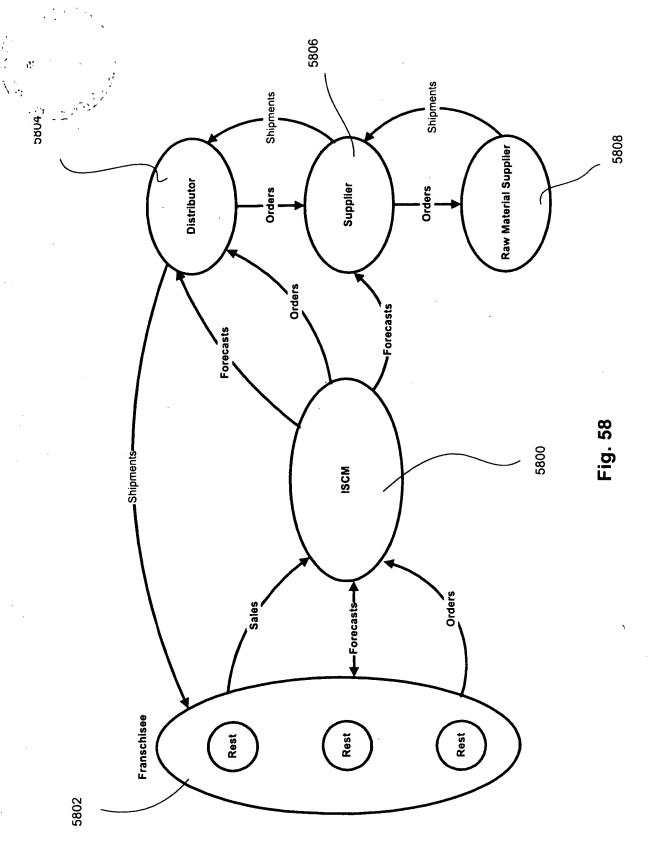


FIG. 57



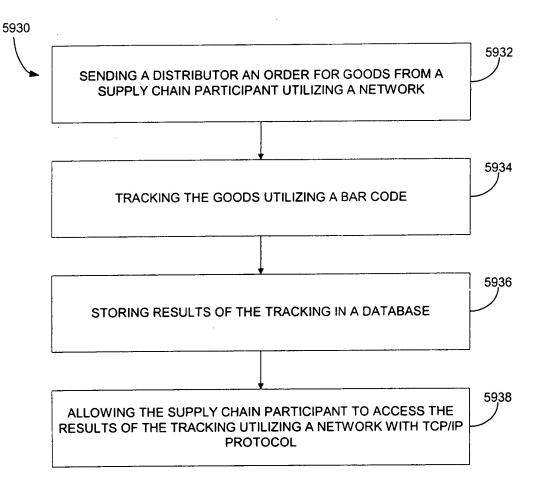


FIG. 59

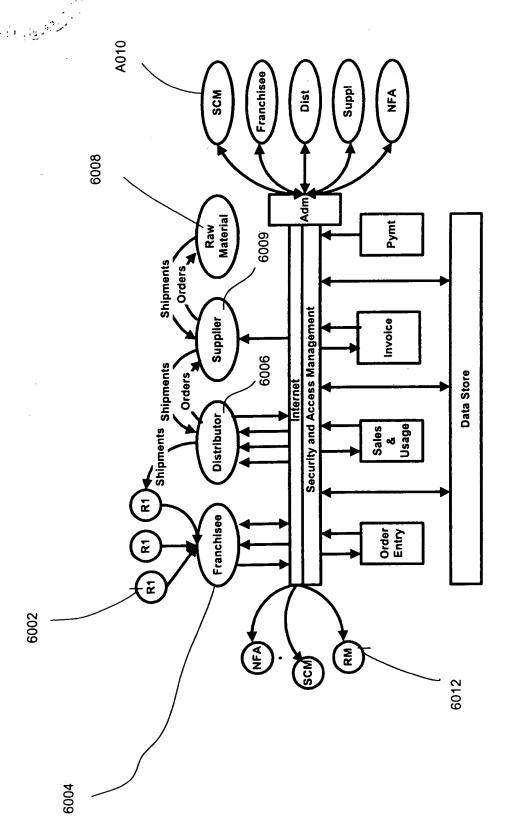
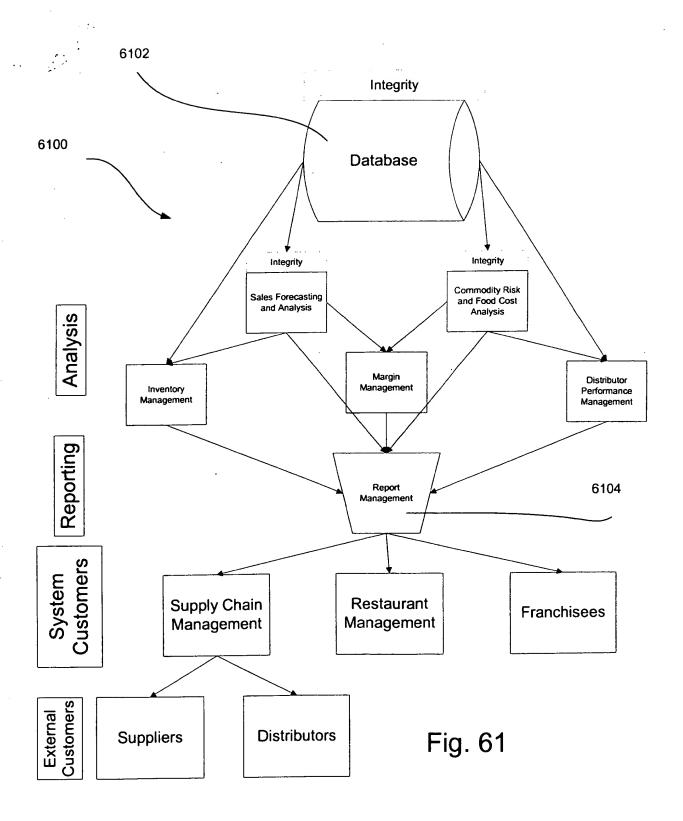


Fig. 60



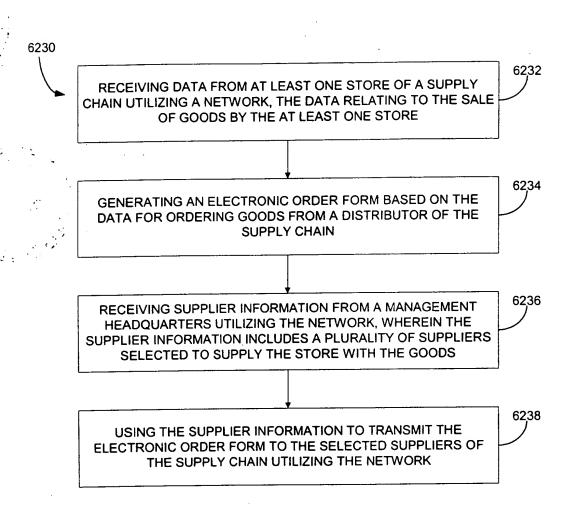
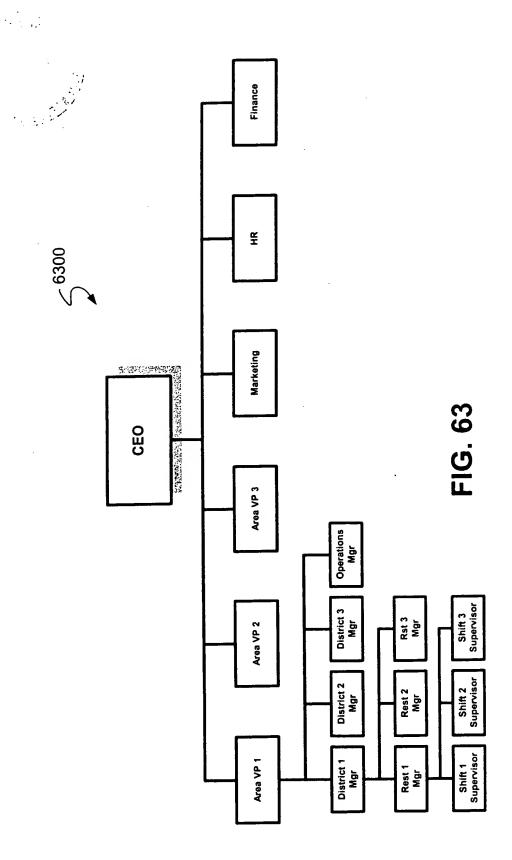


FIG. 62



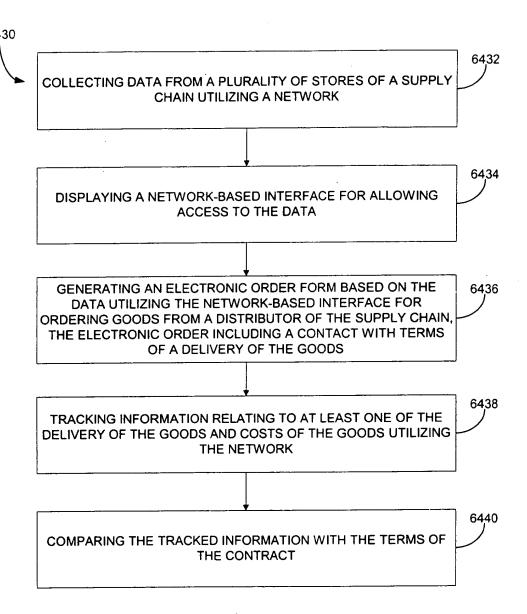


FIG. 64

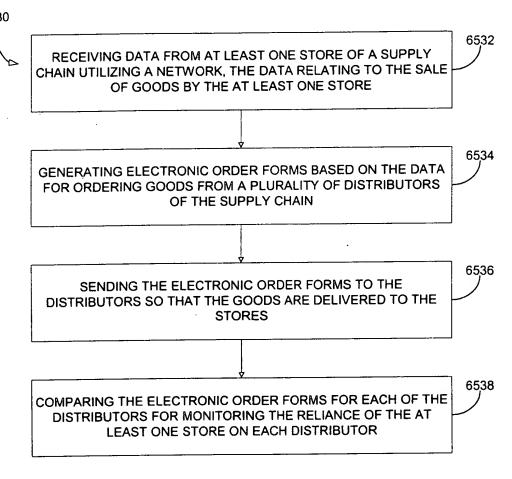


FIG. 65

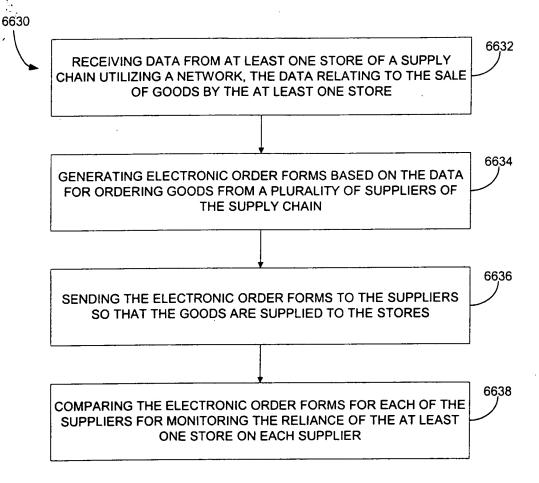


FIG. 66

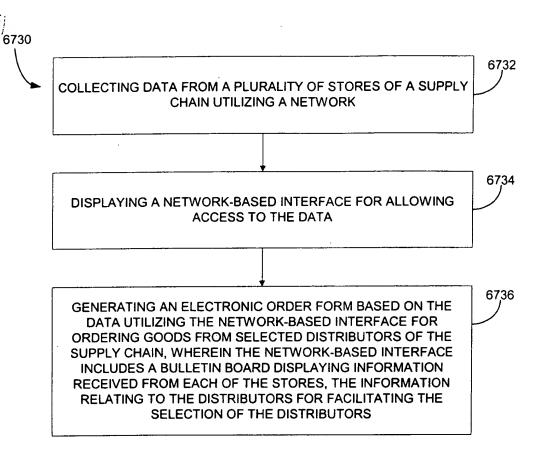


FIG. 67

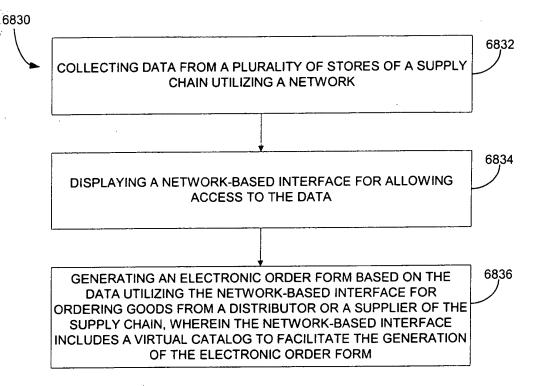


FIG. 68

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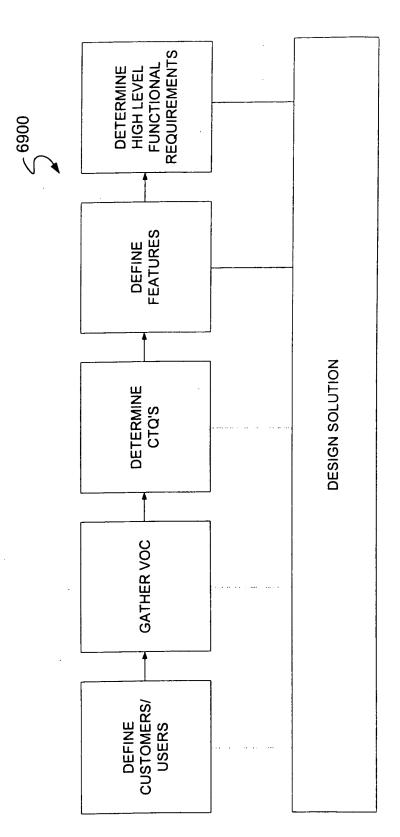


FIG. 69

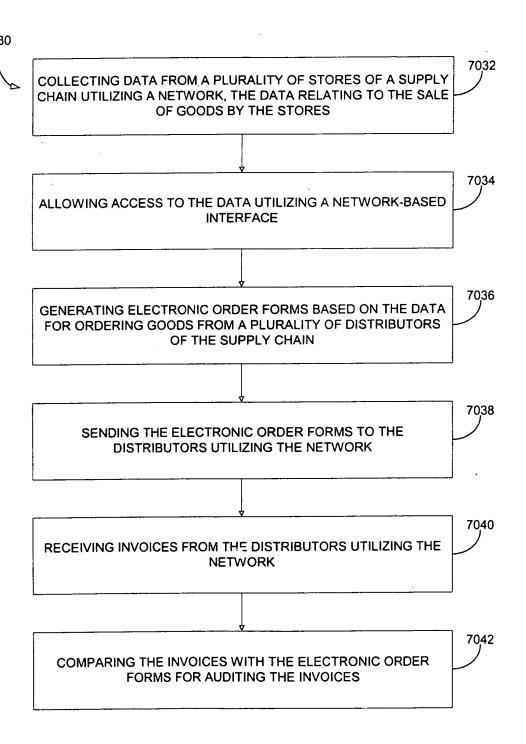


FIG. 70

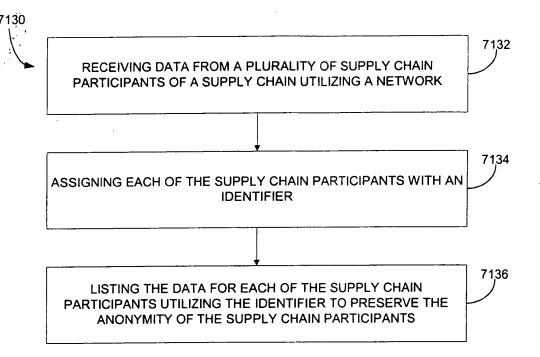


FIG. 71

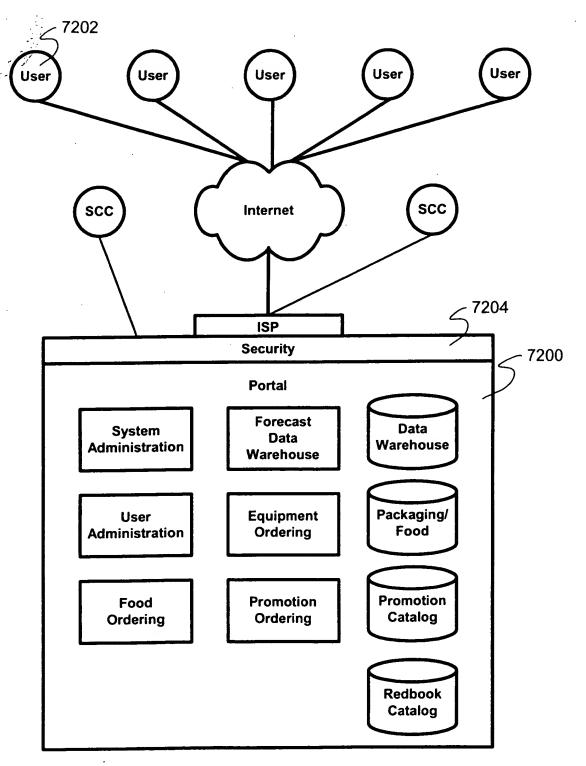


FIG. 72

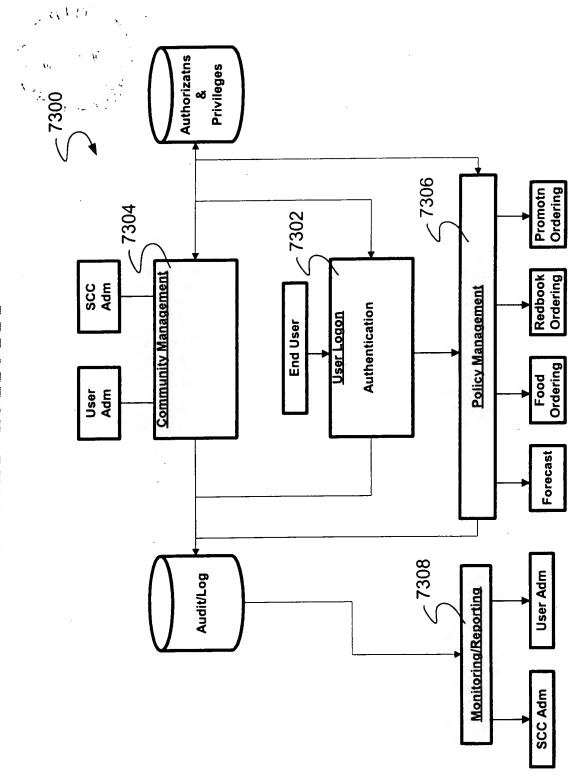


FIG. 73

e A

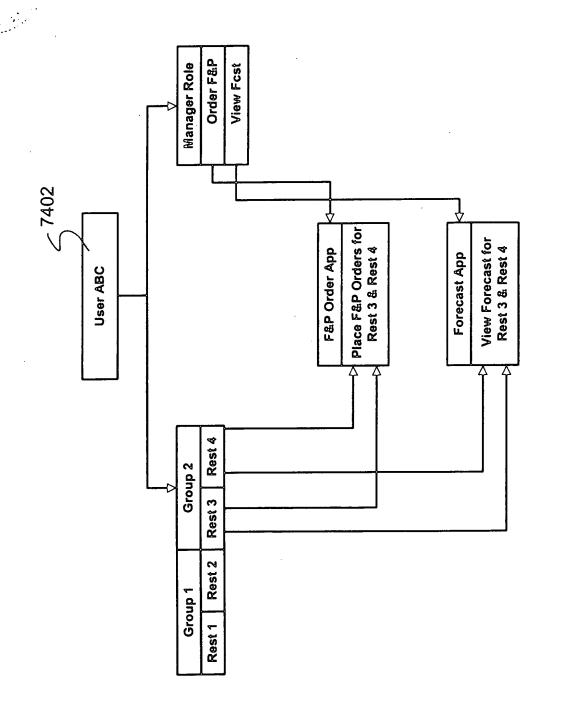


FIG. 74

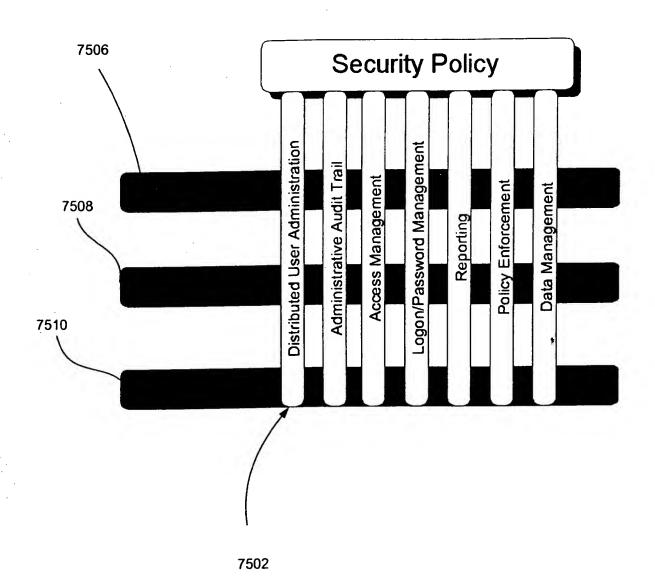


Fig. 75

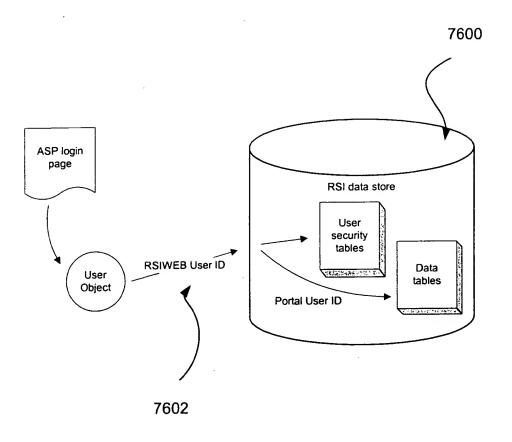


Fig. 76

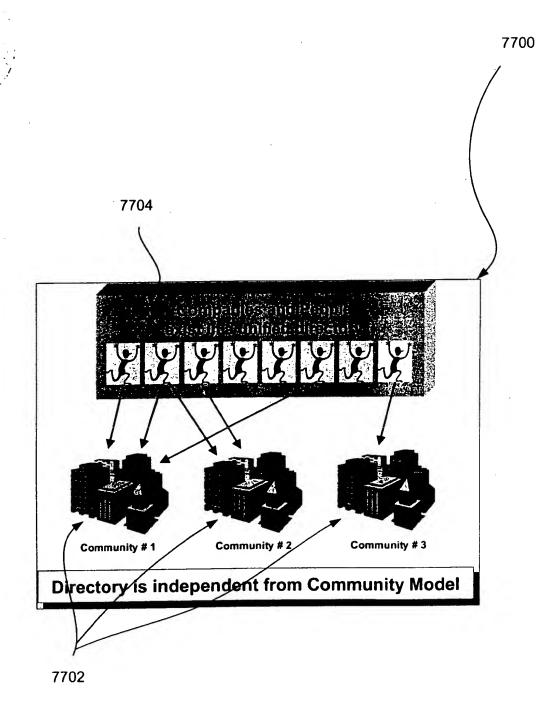


Fig. 77

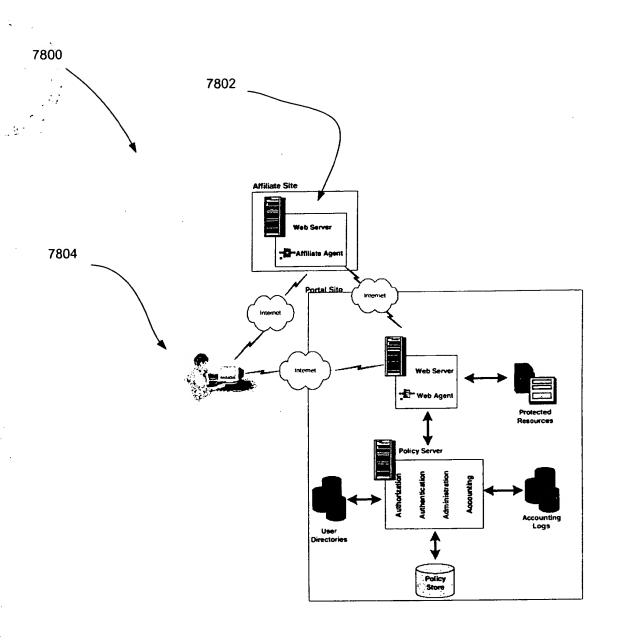


Fig. 78

7900

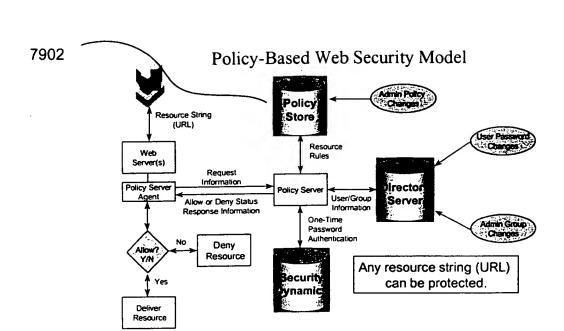


Fig. 79

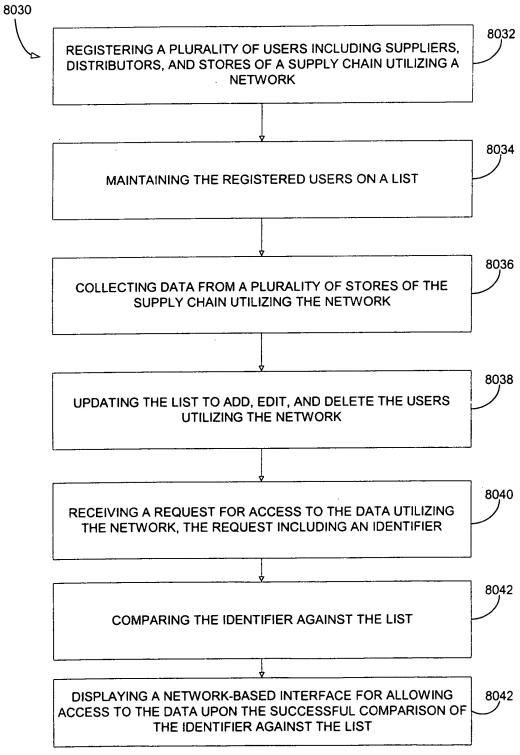


FIG. 80

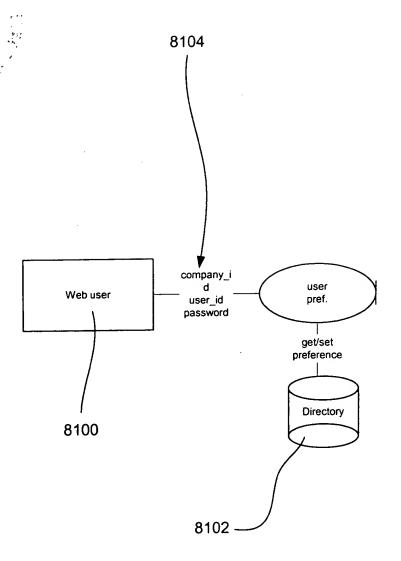


Fig. 81

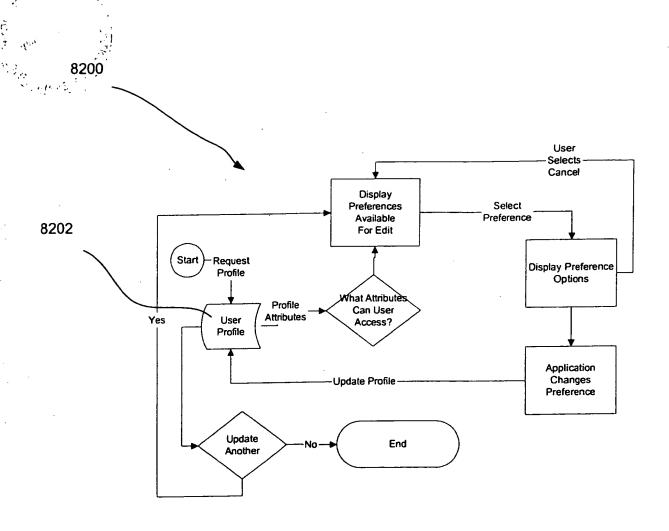


Fig. 82

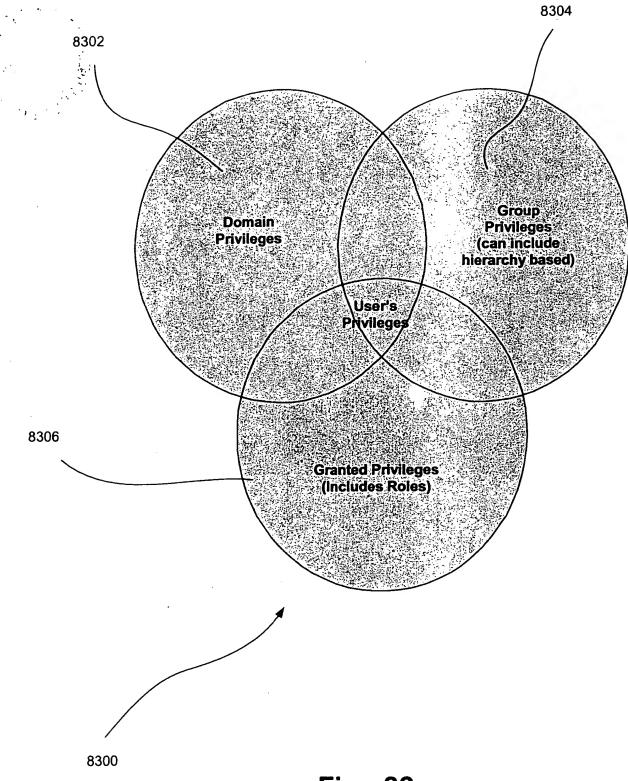


Fig. 83

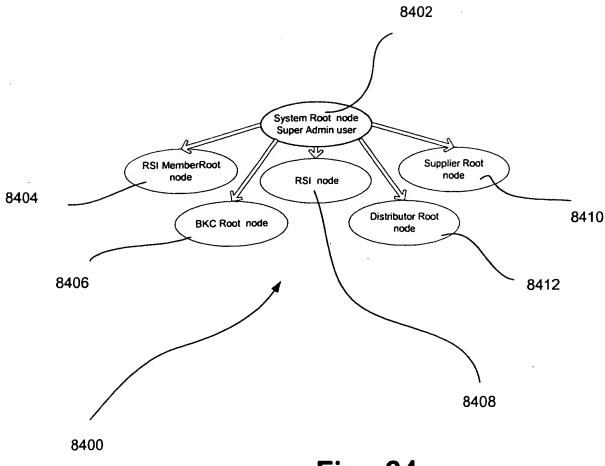


Fig. 84

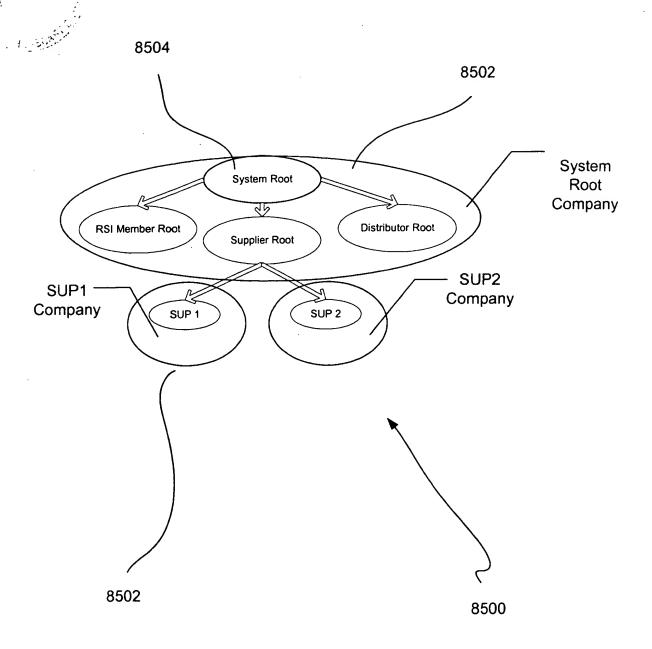


Fig. 85

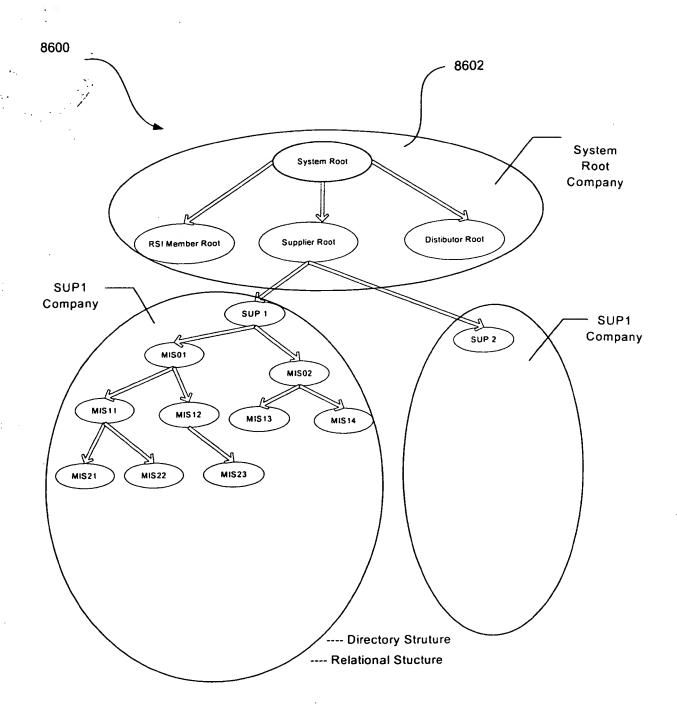


Fig. 86

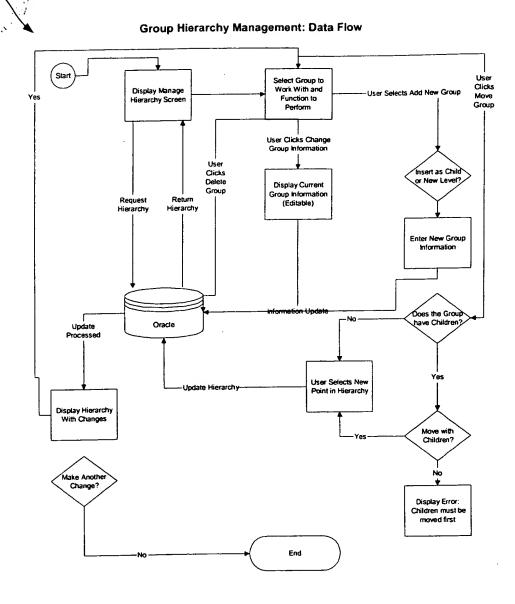


Fig. 87

8800

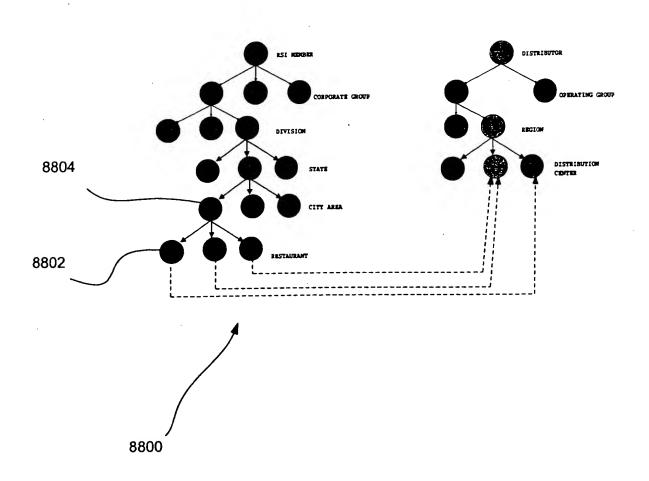


Fig. 88

* 5*** 3**

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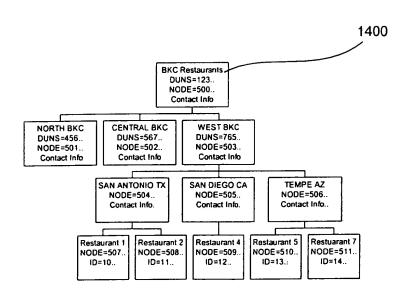


Fig. 89



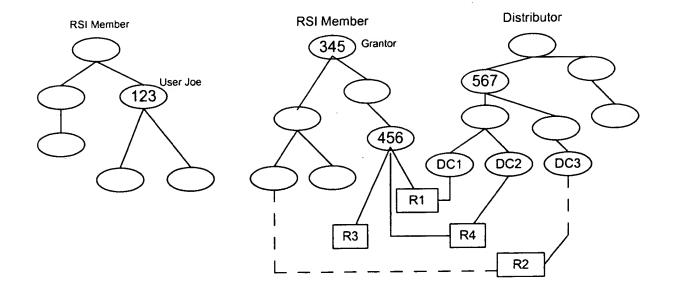


FIG. 90

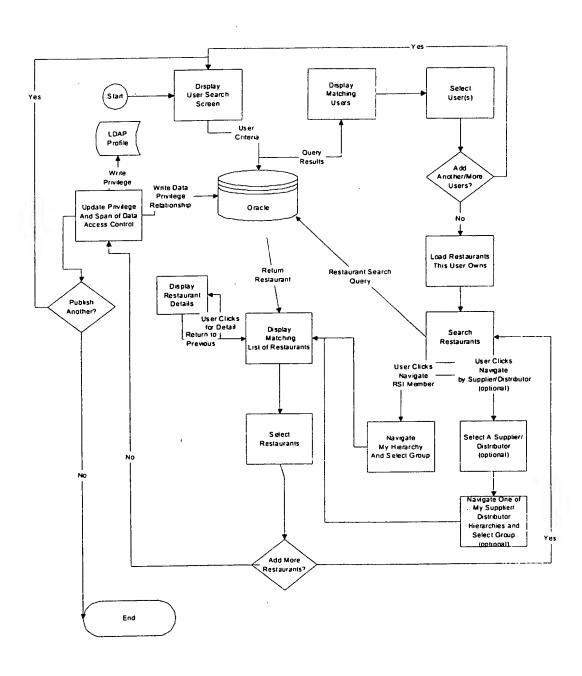


Fig. 91

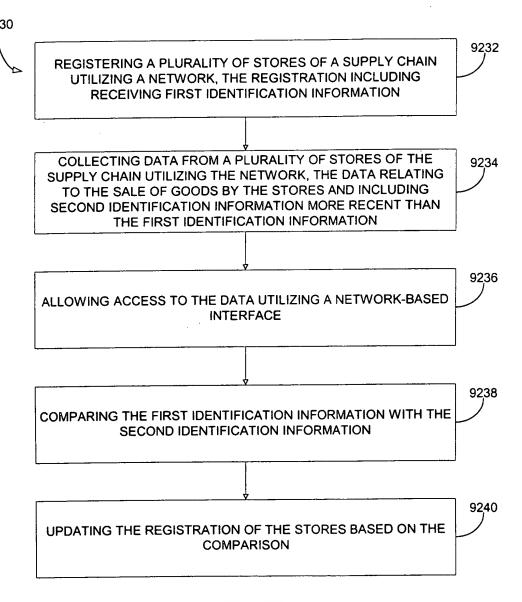


FIG. 92

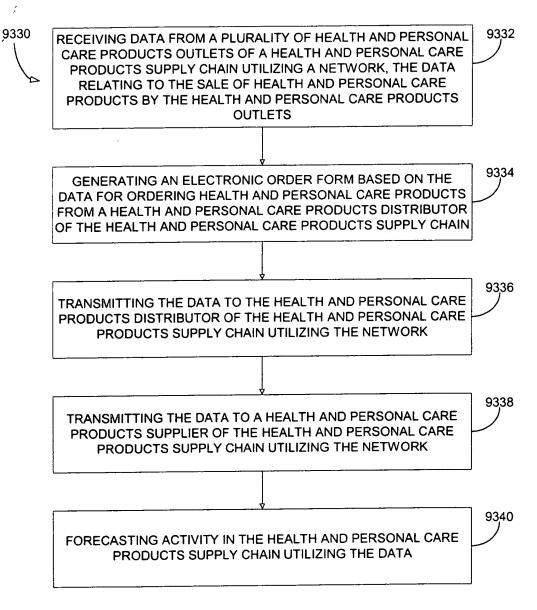


FIG. 93

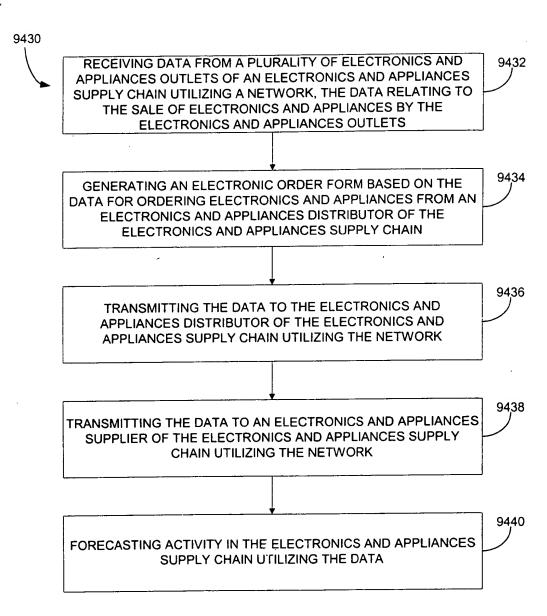


FIG. 94

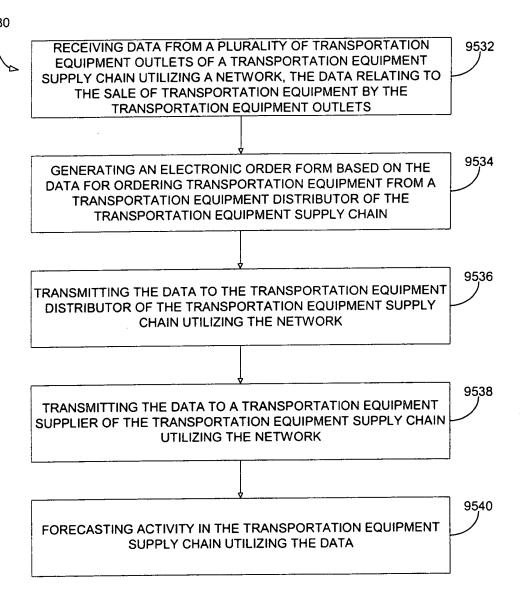


FIG. 95

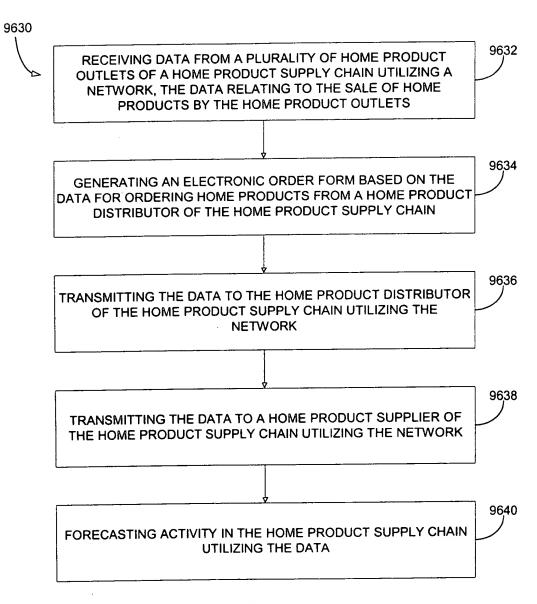


FIG. 96

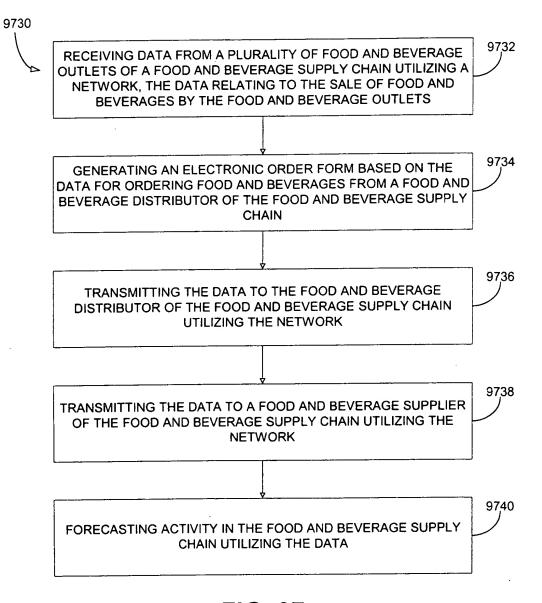


FIG. 97

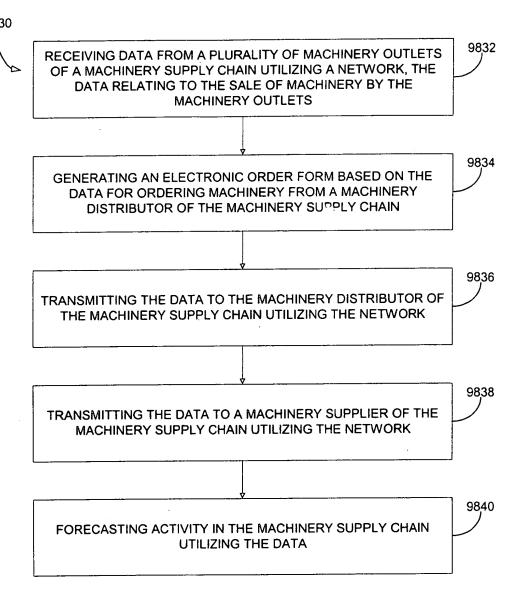


FIG. 98

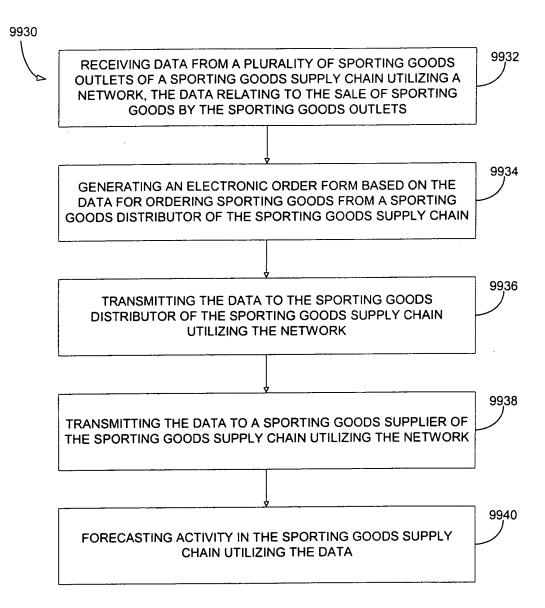


FIG. 99

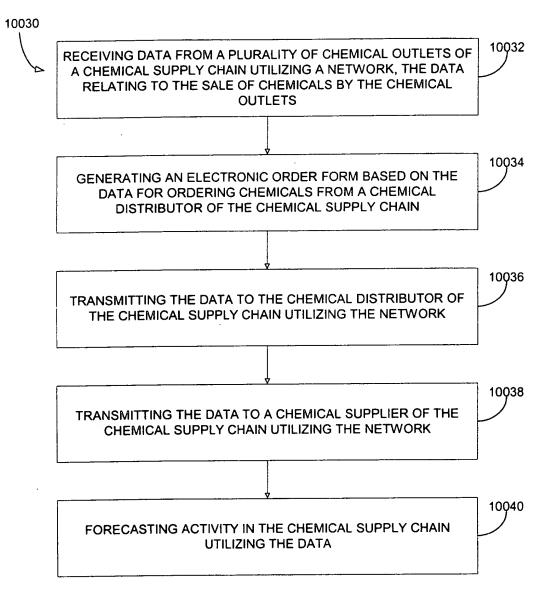


FIG. 100

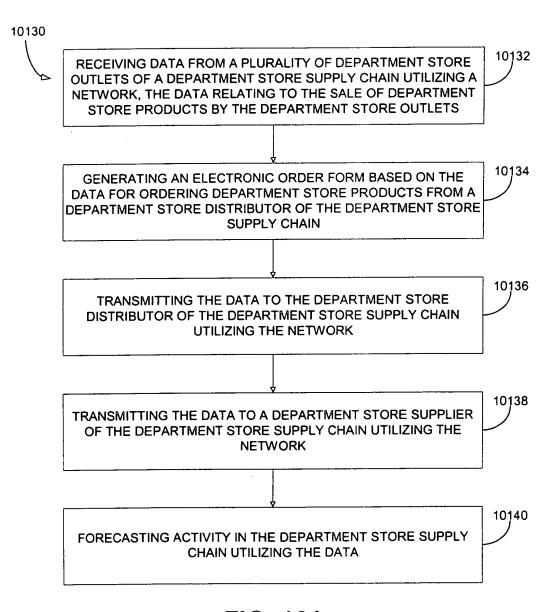


FIG. 101

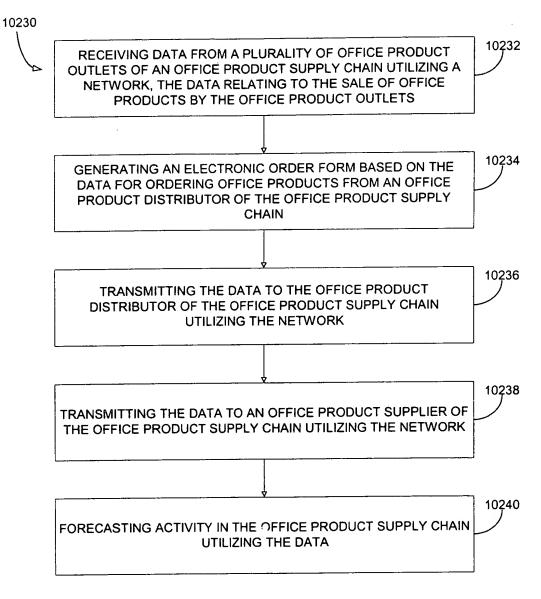


FIG. 102A

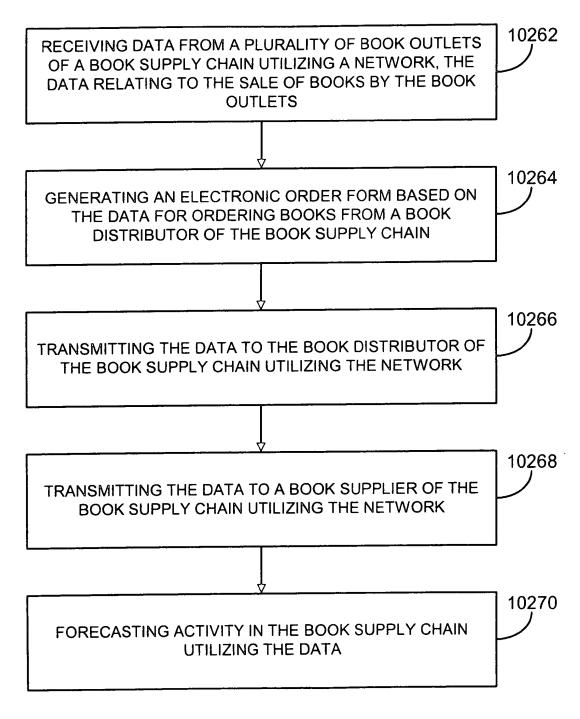


FIG. 102B

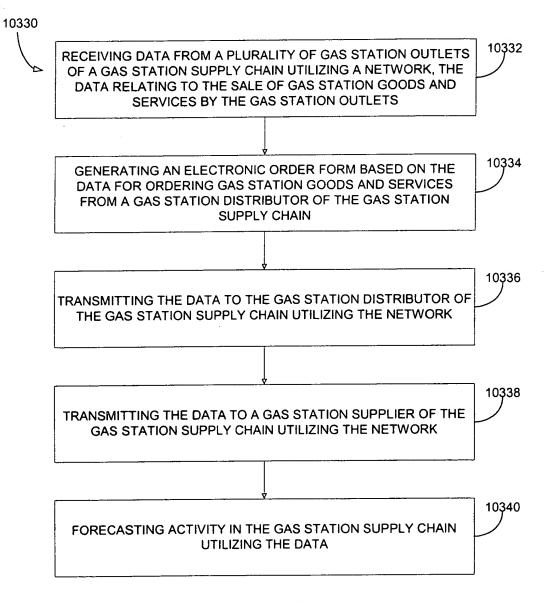


FIG. 103

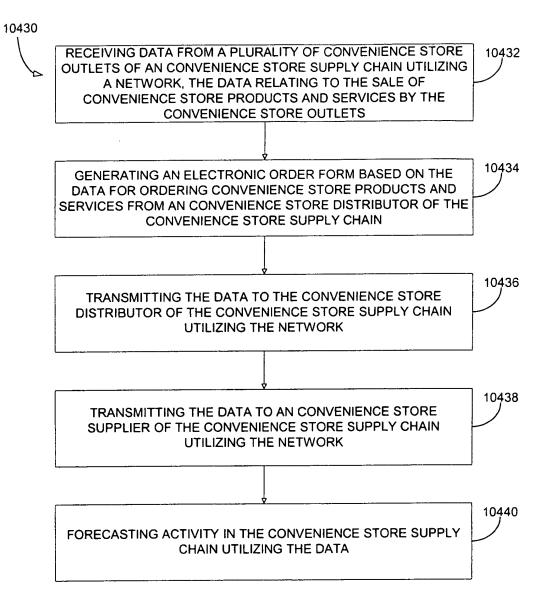


FIG. 104A

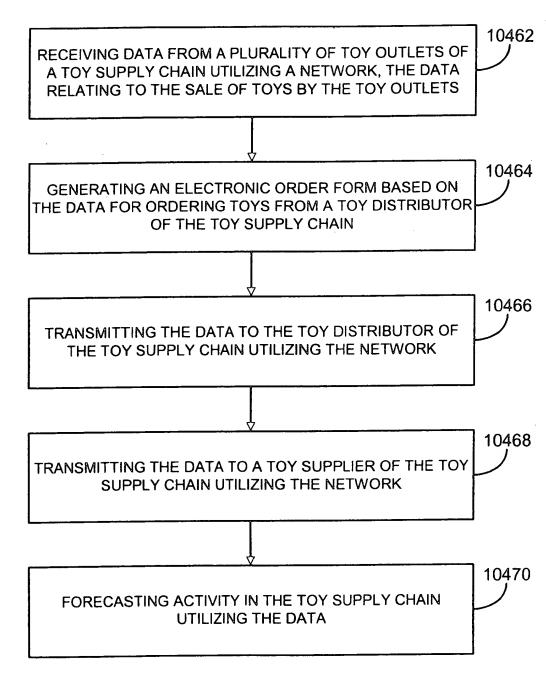


FIG. 104B

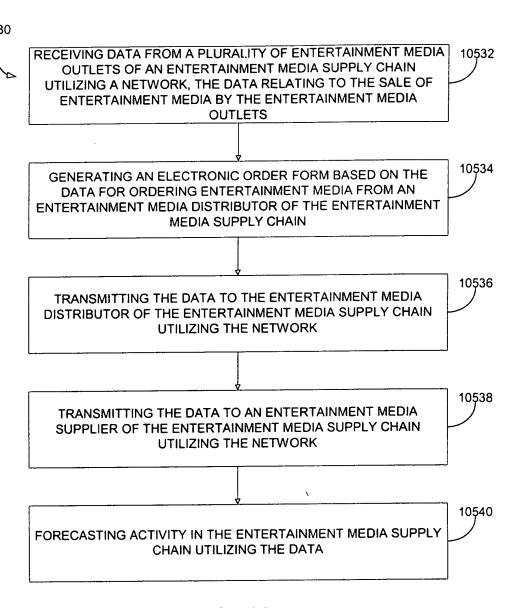


FIG. 105

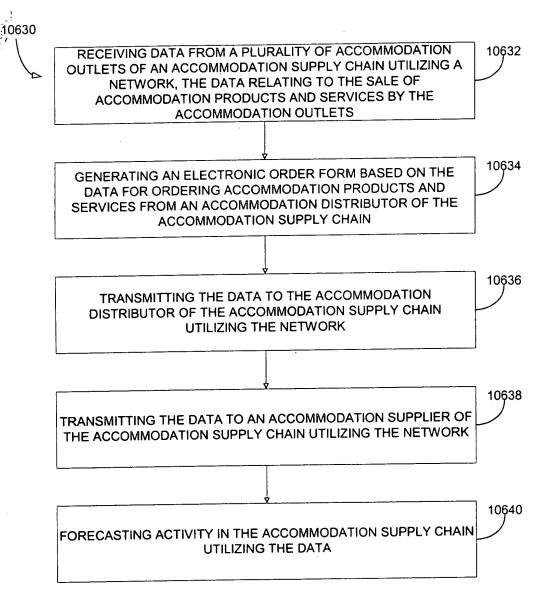


FIG. 106

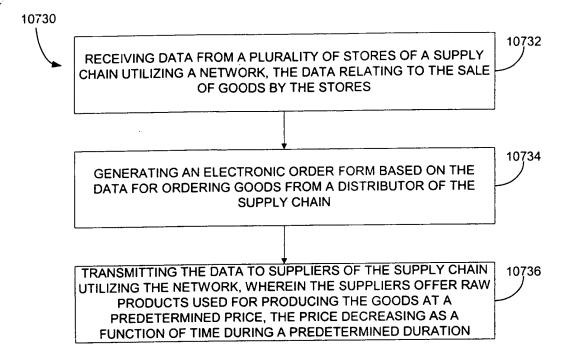


FIG. 107

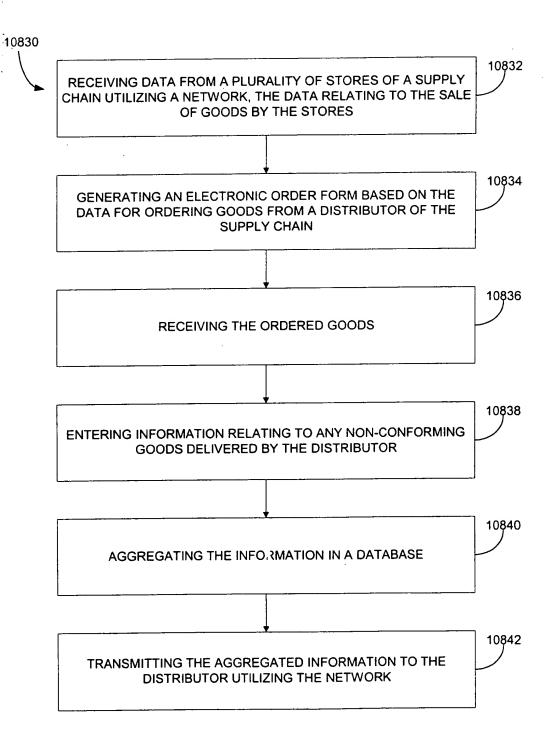


FIG. 108

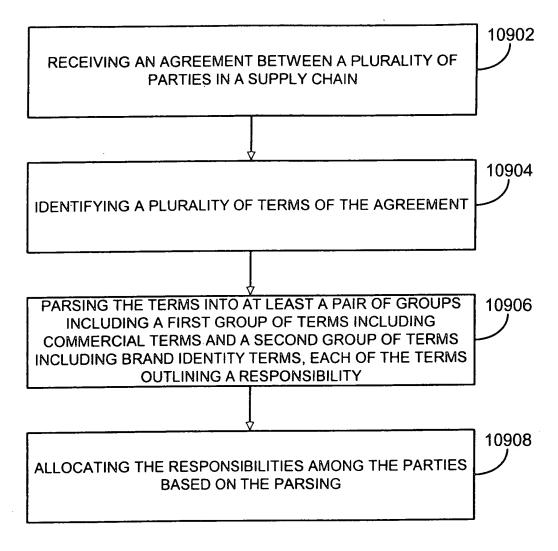
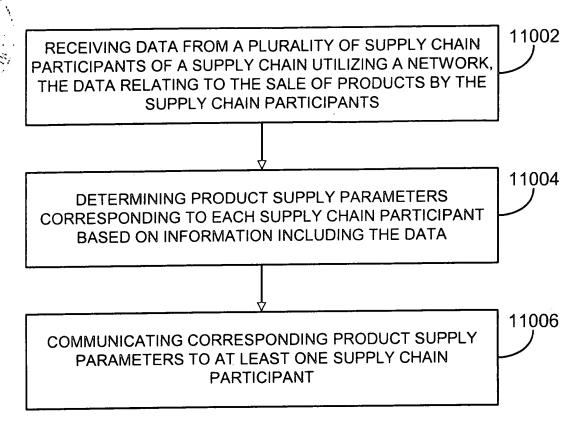


FIG. 109



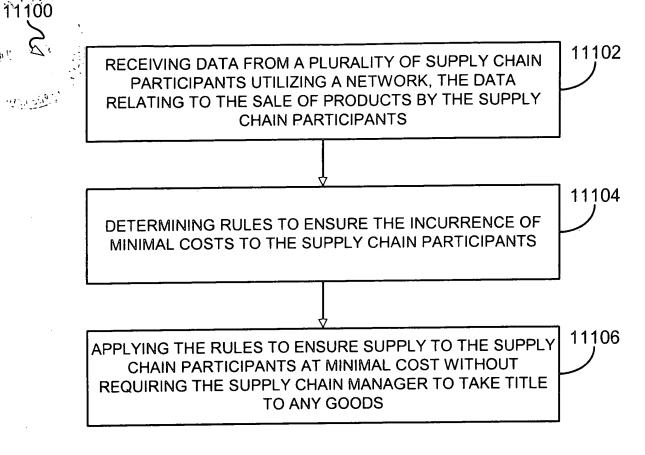


FIG. 111

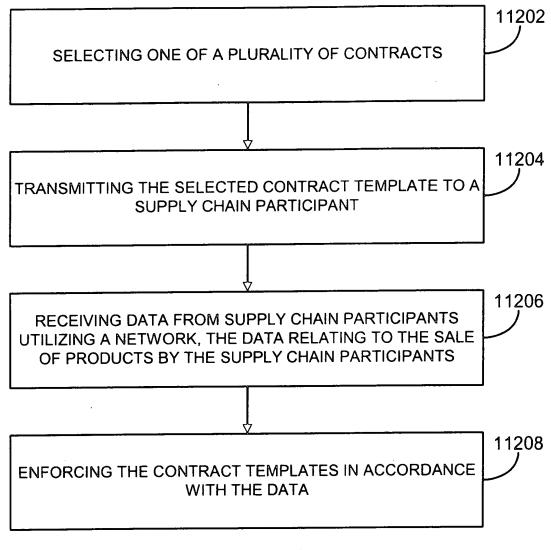


FIG. 112

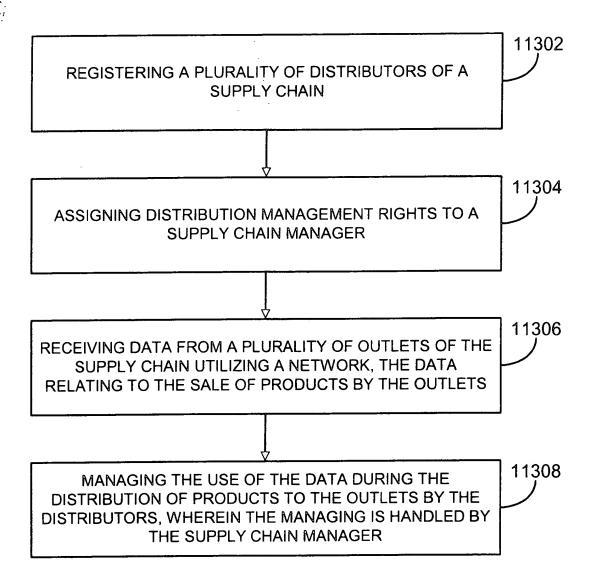


FIG. 113

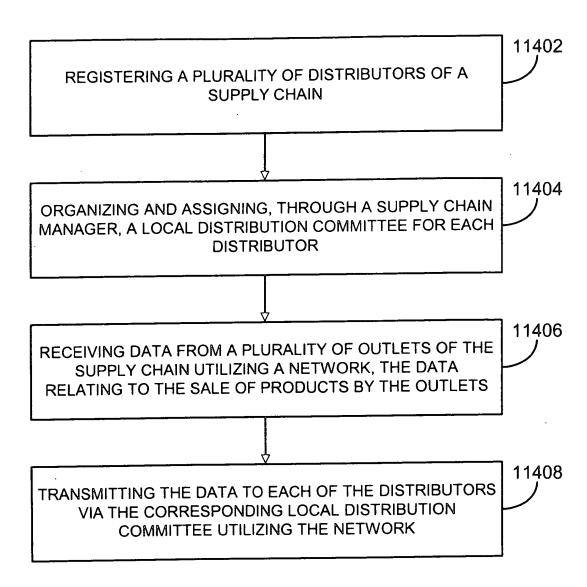


FIG. 114

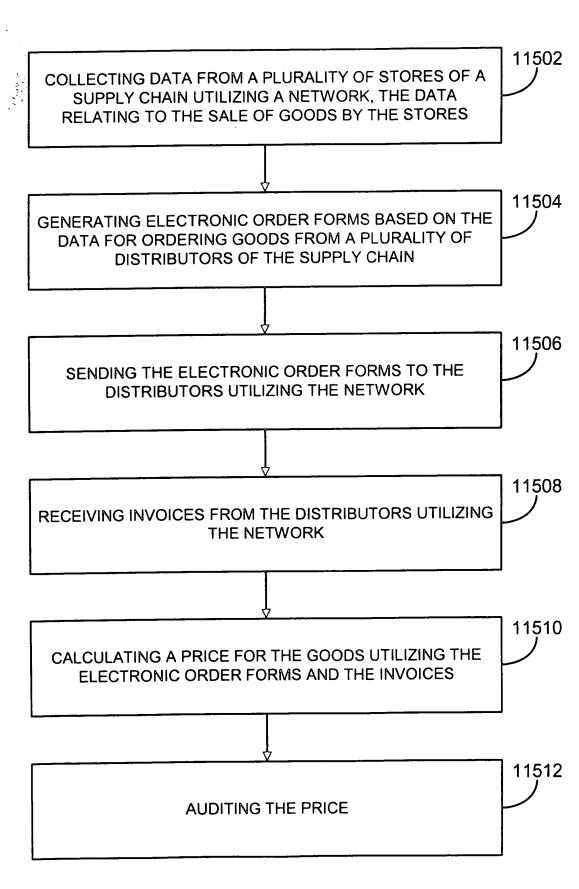


FIG. 115

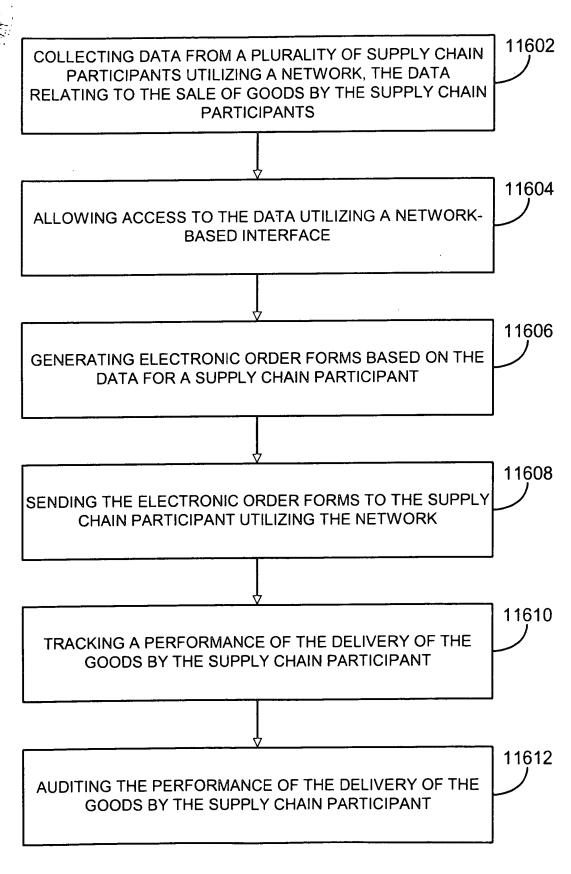


FIG. 116

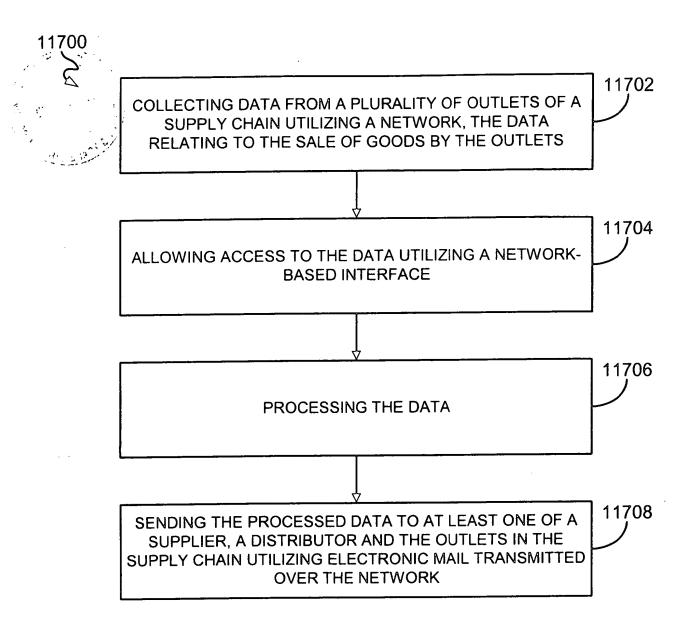


FIG. 117

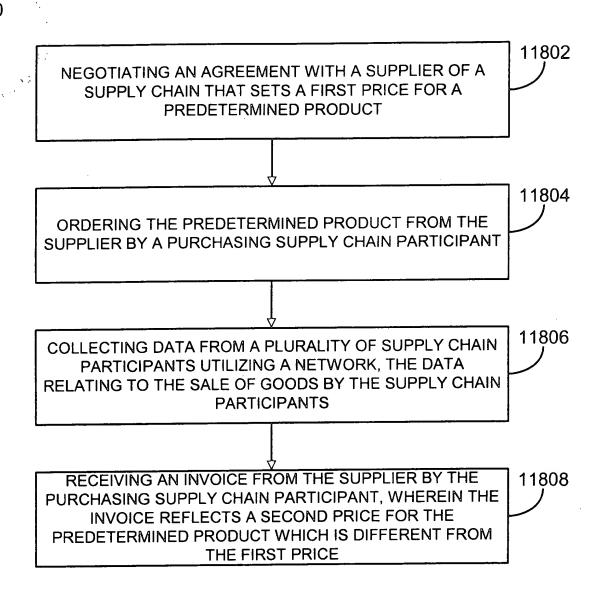


FIG. 118

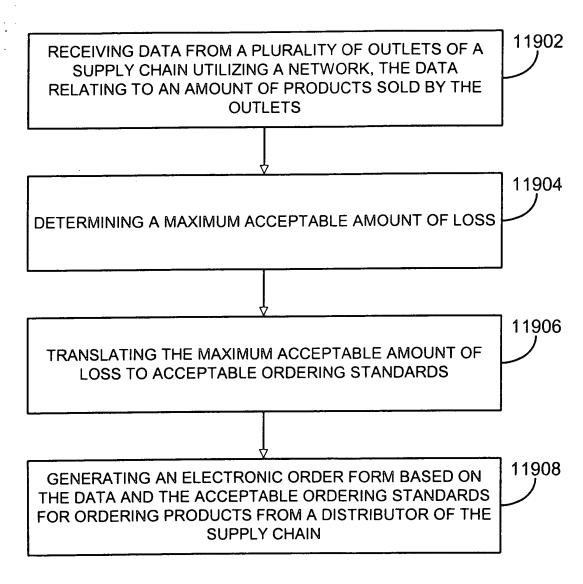


FIG. 119

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

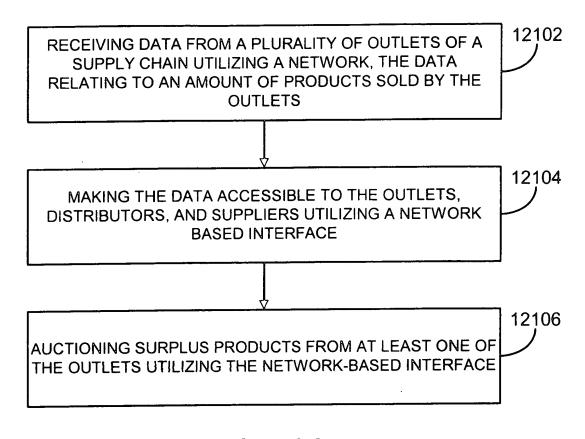
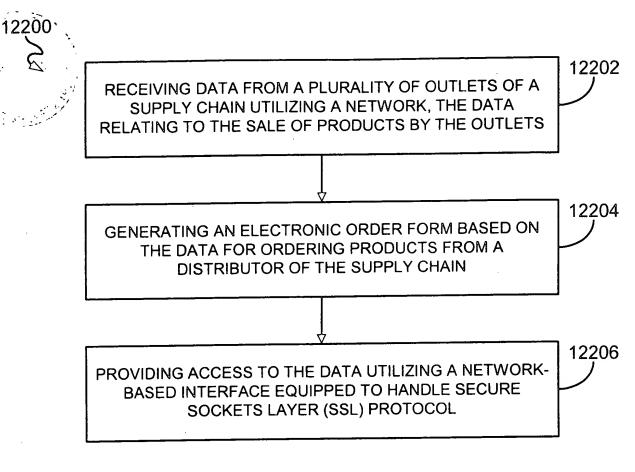
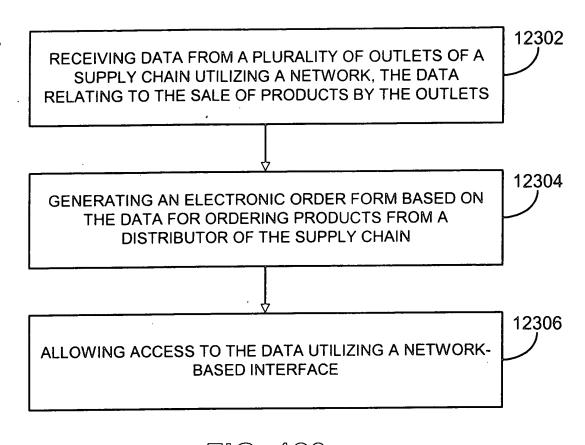


FIG. 121





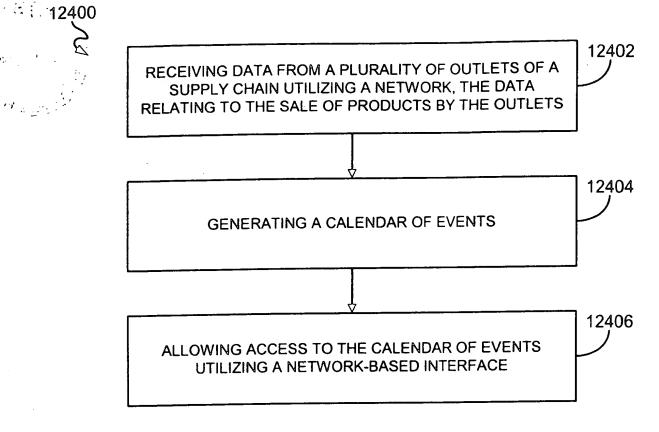


FIG. 124

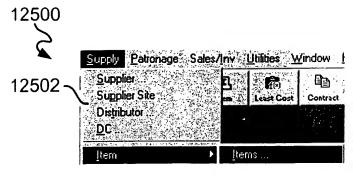


FIG. 125

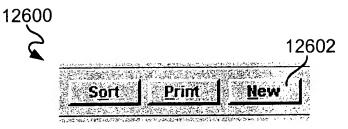


FIG. 126

700				12702	
tem Desc:	3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 -	om om en en en Geboorfe vides e en e			····
item Number:		<u>Statu</u>	s Code: Ac		_
Product Cat Code:		: Item		orabish marks estab	

FIG. 127

12800 V

Landed Cost by Distribution Center

ltem	Inv FOB	Inv FOB Freight Landed Routing	Landed	Routing
Bag - Medium	4.85			5.08 TL
Bag - Large	6.7			6.93 TL
Biscuits - Frozen	12.33	1.15		3 T.L
Brush - Pot. Long Handle	40.2			42.22 TL
Brush - Pot, Short Handle	24			25.39 TL
Carton - Breakfast	16.59			17.69 RDC
Carton - Large Fry	29.91			30.72 RDC
Carton - Medium Fry	18.92	2 0.73		19.65 TLMIN

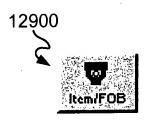


FIG. 129

Supplier Item Desc:			70 2	tem No:		
Current	r Yes C N	o	Tie Qty:		a caragaga a seria a seria a cara	
ltems per Case:	5000		High Qty:			100 V
Innerpack Contents:	5/1000		Cases Per Pall	et:		
Item Size:			Stacking Allow	red:		
Case Length:			Universal Prod	luct Code:	, recover that the boson data are of	
Case Width:			Cases Per Tru	ckload:	1350	
Case Depth:			Net Weight:	ancers.	39.00	
Case Dimension UAA	NCHE(S)		Gross Weight:		39.00	
tem Cube:	2 <u>8394488</u> (17.363)	FEET	Weight U/M:	£49.20	POUND(S)	
tem Shelf Life:			BarCode:	生。沙里里	MARKET N	3. A. 2. 4%, A

hite Boxes Are Copied Across Suppliers 7 of 69 Boxes Are Only Copied William Con

FIG. 130

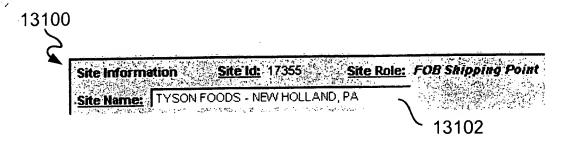
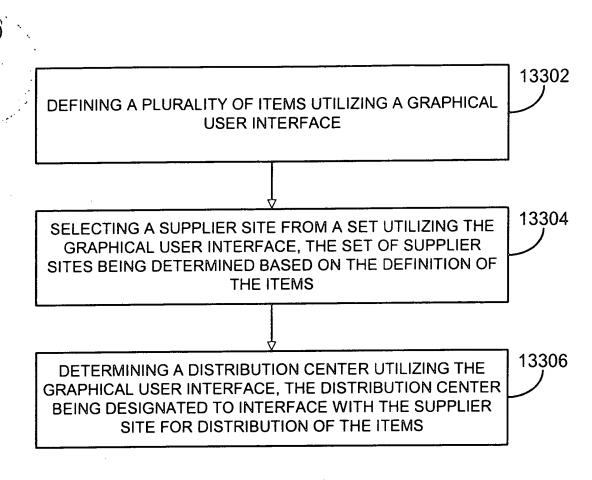


FIG. 131

13200
Site Information Site ld: 16

Site Informa	tion Site Id: 16 FOB Shipping Point
	AMERISERVE-FARMINGDALE, NY Railroad Name:
Status:	Active Rail Sidings:

FIG. 132



Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96	End: 9M/96 Final:
Override Rules: Yes & No. Apply By: Cell	

FIG. 134

13500

DC TOTAL	Supplier FOB Point
	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

i	Con FOB	Inv FÓB		Landed
	34.3200	34.3900	0.8400	35.2300
İ	34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	⇒LB 🧐	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

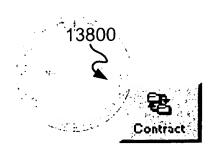


FIG. 138



Min Ordr	UM 🏄 🕆	Slip	O liv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

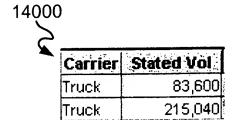


FIG. 140

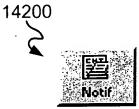


FIG. 142

Uptions Window Help
Verify
Contract Link
Matrix Status
Price Notification : Standard
Price Notification : DC's
Supplier Confirmation.

FIG. 141

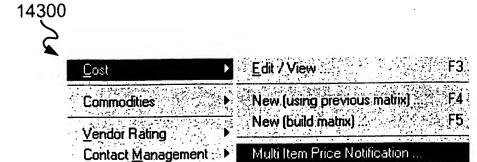
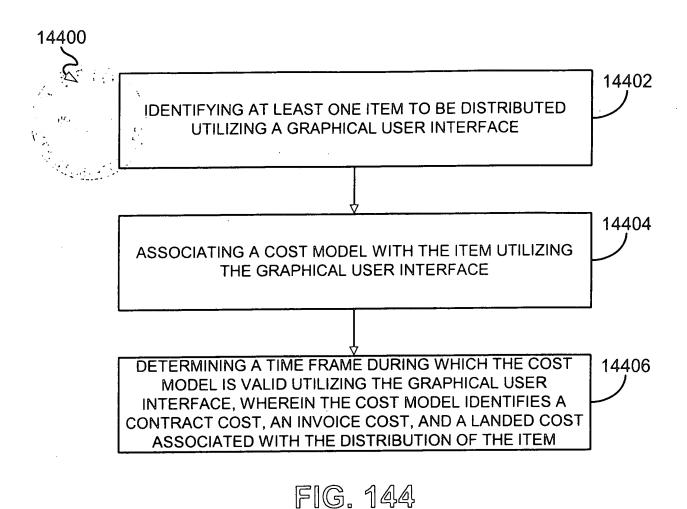


FIG. 143



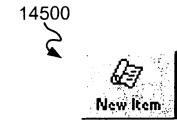


FIG. 145



FIG. 146

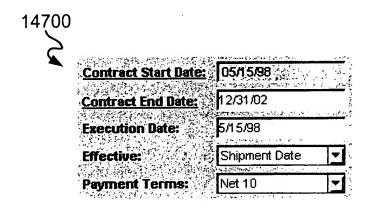
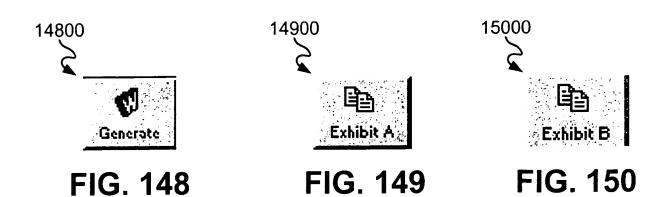


FIG. 147





Select the End Dates to Use on	the Exhibit		
(1995年) 17 日本 12 日本 1995年 199	in the state of the		an (物格)。2013年1月4日
tern Description	Cost Matrix End Date		No End Date
BEEF - 77%	C 8/1/98	© 2/24/08	C No Date
BEEF-WHOPPER 4.0 OZ	C 8/1/98	© 2/24/08	No Date No Date
BEEF-WHOPPER JR 2.8 OZ	C 8M /98	© 2/24/08	C No Date

FIG. 151

15200

Options Window Help

New Items:
Delete Item:
Exhibit A
Exhibits B
Exhibits C
Replacement Exhibit B

FIG. 152

15300



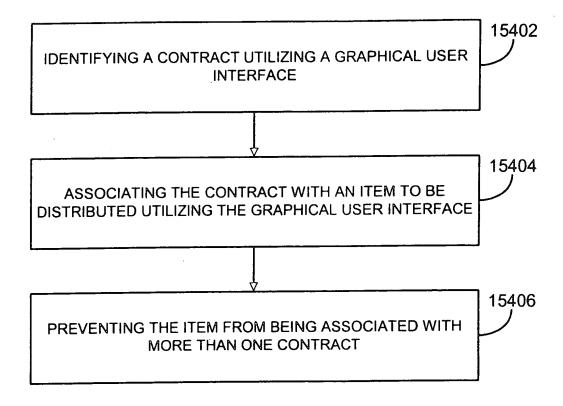


FIG. 154

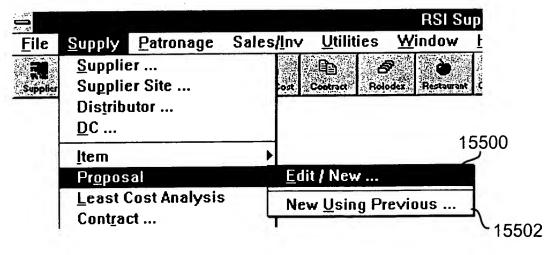


FIG. 155

Proposal - Foam Hot Cups & P	olystyrene Lids
Main Info Items Suppliers DCs FOB Price DC/R	est. Usage Templates View Bid
Proposal Information	
Proposal ID: 1021	Proposal Due Date: D6/12/97
Proposal Name: Foam Hot Cups & Polystyrene Lids	Contract Begin Date: 07/01/97
Buyer Name: Dennis Clabby	Contract End Date: D6/30/98
Actions .	
# Date: Action Description: 1 05/28/97 Sent this bid to Dart and also sent is request	for information to WinCure
1 05/28/97 Sent this bid to Dart and also sent a request	To internation to vincep.

FIG. 156



FIG. 157

-	Proposa	l - Foam Hot Cup	s & Polystyren	e Lids	
Main	o Items Suppliers	DCs FOB Price	DC/Rest Usag	e Templates	View Bid +
800	rch Query R				
Query	alues				Rows Selecte
	kem Description		100 A 12/1 LIE-HOT 12/1	tem Description	
CUP-H			LD4OT 8 O.		
		_ ~			

FIG. 158

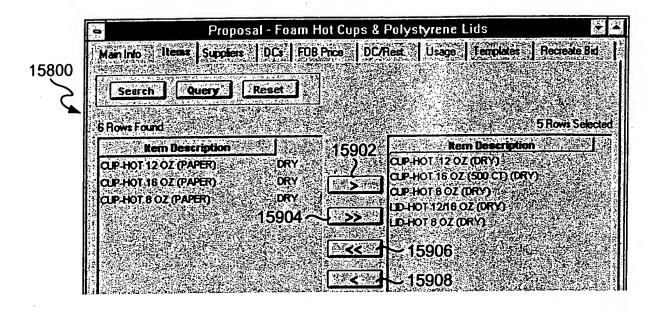


FIG. 159

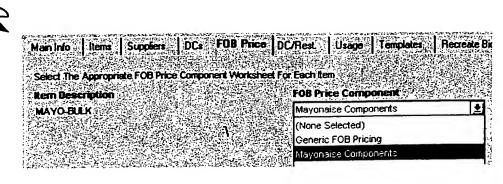


FIG. 160

ttem .	Growth %	Gross Wgt.	ttem Cube	Contract Perio	od 🔭
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/3	1/97
CHICKEN-PATTY	7.00%	37.00	1.09		
CHICKEN-TENDERS	0.00%	25.00	1.06		
\$154 \$35\$\$1 T.T. TOMEZETTETEM AND SOMESHIP \$195 \$4 \$49 PER AND \$150 \$150 \$150 \$150 \$150 \$150 \$150 \$150	Projected C Rest. Count F	4 1 1 1 1 m 1 m 1 m 1 m 1 m 1 m 1 m 1 m	1. 37 2 200	Projected * Unit Usage	•
POST-ALBUQUERQ 576	. 30 9	9.34% 6	.03 5.00%	755	
POST-DENVER 833	,, , , , 39 +9	9.05% 6.	.68 5.00%	1,083	
POST-SALTI AKE 116	2 ≱8	0.00% 5	46 5.00%	37	交通表

FIG. 161

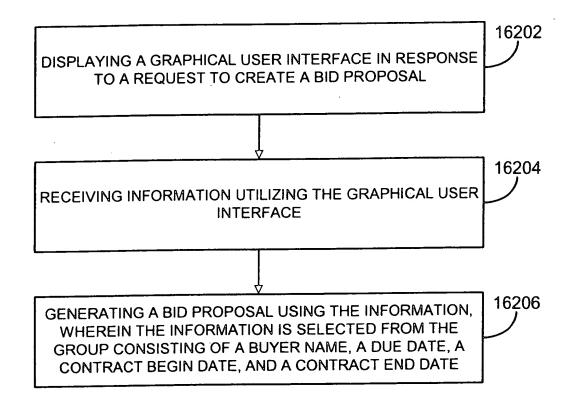


FIG. 162

16300
Templates Create Bid

FIG. 163

Su	pply	MS	Editable
		Word	Y/N
Bid Proposal Cover Letter		。 ""	X YEAR
General Terms and Conditions		7.2.5	N in
Usage Estimates		7.54	$2N^{2}$
Supplier Facility Worksheets			N-
Item Information Worksheets	ena.	e diere e dik	N. N. State
Sample Supply Agreement	7 55	2 - 17	' Name
BK Specification Request		9	N_{i}
FOB Price Component		260	$\{(Y_i, Y_i)\}_{i=1}^{n}$
Truckload Freight Worksheet			$\mathbb{R}^{N^{(2)}}$
LTL Freight Worksheet			Ne

FIG. 164

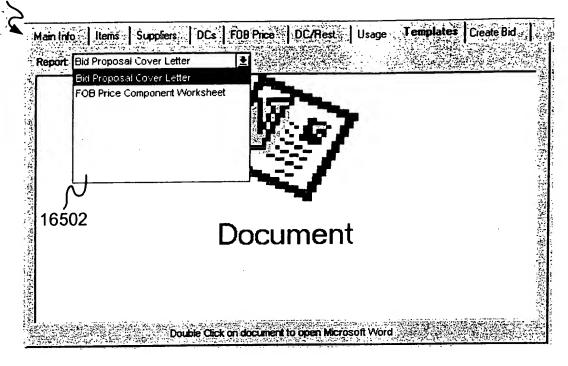


FIG. 165

16600 🚍	Micros	soft W	ord - Do	ocument	in Bid Pro	posal Co	ver Lett	er
\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	<u>F</u> ile	<u>E</u> dit	View	Insert	F <u>o</u> rmat	Tools	T <u>a</u> ble	W
7	New	·				Ctr	+N	กป
7	<u>О</u> ре	n				Ctr	HO	
Ţir	<u>C</u> los	e and	Return	to Bid F	Proposal C	over Lett	ter 🗓	品生
T	Upd	at <u>e</u>				Ctr	I+S] (lear
=	Sav	e Cop	y <u>A</u> s				=	137.

FIG. 166

Suppliers DCs FOB Price DC/Rest Usage Templates Create Bid 16700 Bid Proposal Will Include Checked Documents General. Cost **Bid Proposal Cover Letter** X FOB Price Component Worksheet X X General Terms & Conditions Truckload Freight Worksheet X X LTL Freight Worksheet Usage Estimates X Supplier Facility Worksheet **Blank Sheets** Supplier Facility Worksheet X X, Item Information Worksheet **Rem Information Worksheet** Sample Supply Agreement X FOB Price Component Worksheet BK Specification Request X Truckload Freight Worksheet LTL Freight Worksheet will be printed LTL Freight Worksheet X by system if necessary

FIG. 167

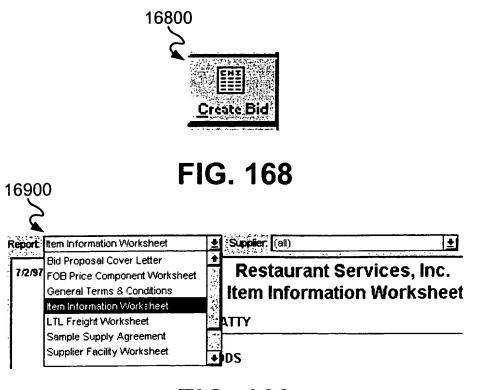


FIG. 169

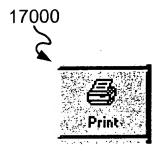


FIG. 170

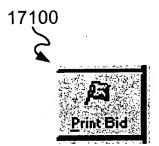


FIG. 171

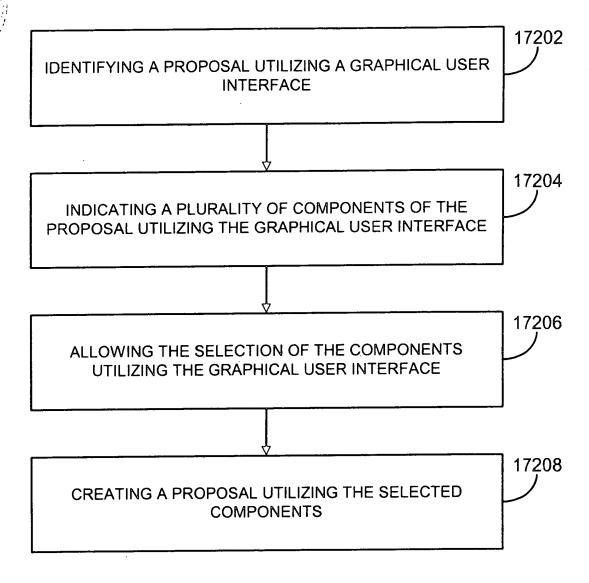


FIG. 172

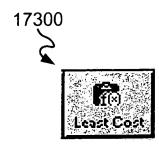


FIG. 173

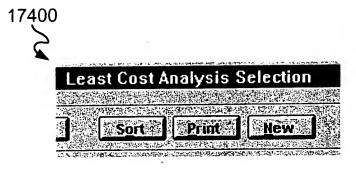


FIG. 174

Supply Patronage Sales	:/[m	v <u>U</u> tiliti	es⊪∖W	indow	Help 🧷	提品的
<u>S</u> upplier Supplier Site ,	ost	Contract	වි Rolodex	Restaurant	6	Q Member
Distributor DC						
ltem) Proposal						
<u>L</u> east Cost Analysis		dit / Viev			Ctrl+Sh	
Contract	·N	ew (Usir	ig Previ	ous)		建

FIG. 175

Man Tracker was strongward and	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	370 - 201 - 1 - 1	17600
Bid Proposal Name:	(None)		1/600
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)		
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)		

FIG. 176

· (4)

·4.

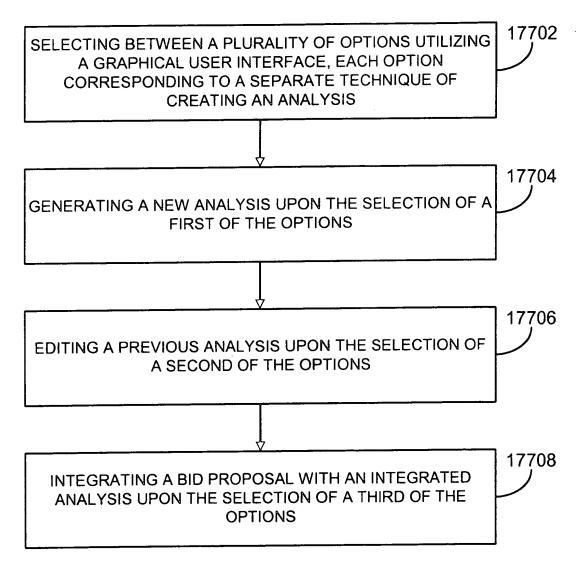


FIG. 177

Analysis Name:	Hash Brown Actual
Analysis ID:	THE A THE REPORT OF THE PROPERTY OF THE PARTY OF THE PART
以外的人的人的人的人的人的人的人	The Darwer Control of the Control of
アンス・ディー あんりがく ストー・イン・ラブダ ニーヤン・アー	Dennis Clabby ✓
Period of Agreement:	10/1/97 THRU 9/30/98
.Unit Of Measure:	CASE(S)
党国的证明	STORY OF THE STORY

FIG. 178

Version (1) of (9) Base version	
What is the max # of FOB points to allocate to each DC ?	One FOB
ことには、 はつか しんしょう はんしゅう かんじょう かんしょう しゅうしゅう かいしょ はんしょ とかがし さんぐん マグル はていばんかん あず ばし コード・ディール	FOB + Freigh
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000
Override RDC Truckload Validation?	No 🕱
Solution Strategy: Standard Last Revision:	9/15/97 1:04 PM

FIG. 179

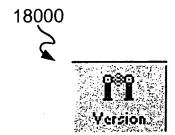


FIG. 180

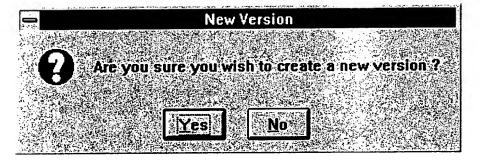


FIG. 181

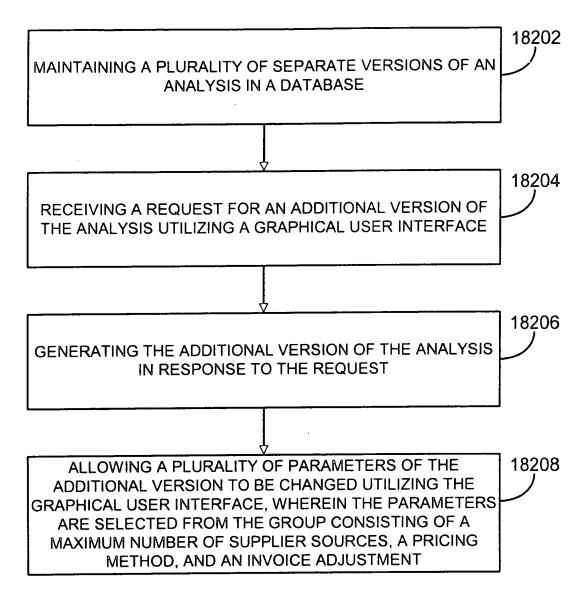


FIG. 182

Search Query Reset		
uery Values		7,Rows Selecte
Supplier FOB	•	Supplier FOB
OP		DOPACO-KINSTON, NC
A STATE OF THE STA	表 多	DOPACO-ST: CHARLES: IL
The state of the s		DOPACO-STOCKTON, CA IMPERIAL BONDWARE-SHELBYVIL L

FIG. 183

Item Description	Conv. Factor	
FRIES-COATED (FRZN)	、36	
	18402	, and the second

FIG. 184

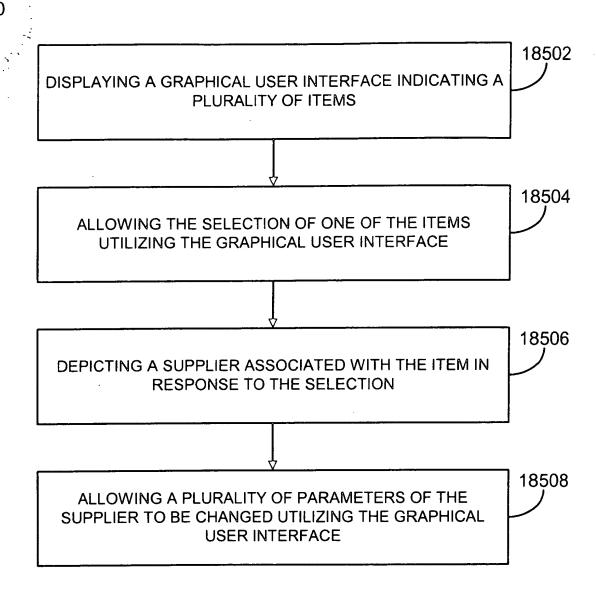


FIG. 185

item Description	Supplier FOB	/ 新加州	. 88
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA	The second of th	
CUP-COLD 22 OZ CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA	The state of the s	CECK WITH
Supplier Item Desc: 16 OZ COLD CUP	Rem No:	CP2942	海源
tems per Case:	Tie Qty:	[5	
Innerpack Contents: 1200	High Qty:	(C>1	64
Rem Size:	Ceses Per Pallet:		物
ttem Shelf Life: ±	Stacking Allowed: Mandatory	Yes C No	
Case Length: 22125	Case Cube:	β 43 CUBIC FEET	
Case Width: 15.125	Cases Per Truckload:	769	ř
Case Depth: 17.75	Gross Weight:	29 28 POUND(S)	
Case UM INCHE(S)	Het Weight:	27 28 POUND(S)	1

FIG. 186

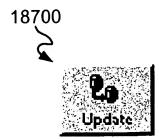


FIG. 187

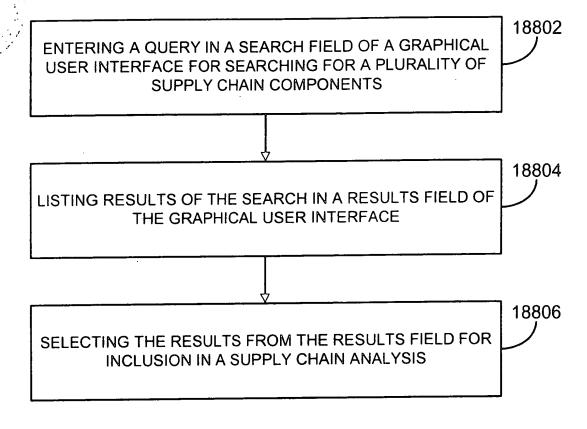


FIG. 188

Supplier	rms 🥳	SLPÆ	LT.	Minimum	Maximum	include . 1
CAVENDISH FARMS		Pallet				● Yes C No
J.R. SIMPLOT COMPANY ::		Pallet	±			● Yes ○ No
LAMB-VVESTON, INC.	. ₹	Pallet	±	200,000,000		Q Yes 🔘 No
· 我们就没有一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个	AND SECTION OF SECTION	and Contract				SECRETARY OF THE PROPERTY OF T
Supplier FOB	"种"	游戏		Minimum	Maximum	e Include
LAMB-WESTON, INCPASCO, WA			93	90,000,000	110,000,000	Yes O No
LAMB-WESTON, INCRICHLAND WA		经治费	7.3	0		● Yes ○ No
LAMB-WESTON, INC. AMERICAN FA	LLSID	(King)	X. 7	90,000,000	110,000,000	● Yes ○ No

FIG. 189

Supplier					
MOCAIN FOODS	♣ Pallet	*			🔘 Yes 🔘 No
NESTLE FOOD COMPANY	♣ Pallet	1			● Yes ○ No.
ORE-IDA FOODS	. Pallet	1	225,000,000		● Yes ○ Ho
The Control of the Co	The state of the s	and the same	in a comment of the second	Mainth and action of the Respirement of the trans-	or the Mark William of the Company o
THE REPORT OF THE STATE OF THE PROPERTY OF THE STATE OF T	CHARACTERS OF THE STATE OF THE	Mand.	Bernstein armen at the	(数は)になる とりはは	Include
Supplier FO8	华东东北京	3.	Minimum	Maximum	Se Hickorn Control
Supplier FOR WCCAIN FOODS, LTD: PRINCE EDW			18,000,000	17	O Yes @ No
Supplier FOB MCCAIN FOODS, LTD: PRINCE EDVA MCCAIN FOODS,LTD: PORTAGE LE	(ARD ISLAND			30,000,000	O Yes © No O Yes © No

FIG. 190

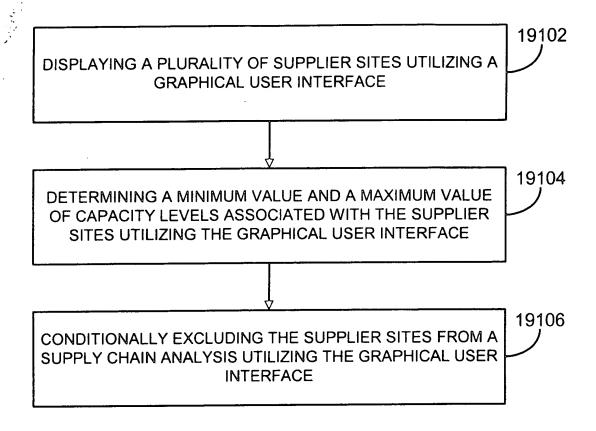


FIG. 191

Supplier HUOSON INDUSTRIES	<i>*</i>						
NTERNATIONAL DIVERSEFOODS	0.	(290)26%	Specific		19-7-7		
SUPERIOR COFFEE & FOODS	表示。《全D系	经验证					
ALTERIA (EXALENDE NEW MEDICAL PERSONALISMENT (EXALENCE NEW MEDICAL PROPERTY (EXALENCE NEW MEDICA PROPERTY (EXALENCE NEW MEDI	righter forested a position	enemen Allenda	発展していません 神事の行うなで	CONTRACTOR PROPERTY		re mil.x	EN Chili
Supplier FOB	Const Const Par	. Kem -		Cont FOB	# Vol	me	
HUDSON INDUSTRIES-TROY AL	MAYO-BU	K WAR	統一學學	8.4200	0 * "	等等	
HUDSON INDUSTRIES-TROY ALE	CALLEE DI	H W TADTAC	Sec. 2	9 2300	z n i s	15. Fred	16.00 min

FIG. 192

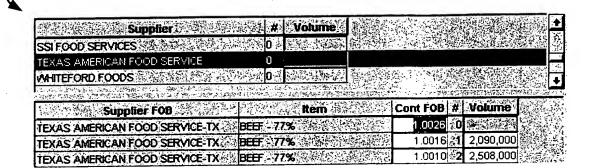


FIG. 193

VENTURA FOODS	**************************************	DAY METATE TO SEE		
VENTURA FOODS	1	100,000		
		ar and the first		
CONTRACTOR OF THE CONTRACTOR O		ACTUAL DESCRIPTION OF A	A STATE OF THE PARTY OF THE PAR	7,243 8
Supplier FOB	VE ALL	tem	Cont FOB # Volume	
VENTURA FOODS CHAMBERSBI	URG: PA MAYO-BL	IK	8.9400 0	
VENTURA FOODS-CHAMBERSBI	URG, PA MAYO-BI	LK ***	8.8400 1 2000	
VENTURA FOODS-CHAMBERSBI			9.5100 0	3
VENTURA FOODS CHAMBERSBI			9.4100 1	
VENTURA FOODS CITY OF INDU			9.1200 0 34.2	
VENTURA FOODS-CITY OF INDU	STRY MAYO B	LK LARY TO	9.0200 1 6	4
VENTURA' FOODS CITY OF INDU	STRY SAUCE-B	ULK-TARTAR	9.5800 0	2.4
VENTURA FOODS CITY OF INDU	CTDV CALKE D	IN LADIAD	9.4800 1 33	

FIG. 194

Item Description	· · · · · · · · · · · · · · · · · · ·	Sup	olier FOB	:沙漠沙		1
FRIES-COATED	CAVENDISH PRI	NCE E	DWARD :	的特殊	1.56	
FRIES-COATED	J.R. SIMPLOTICO					
FRIES-COATED 1	L'AMB-WESTON	INC.	PASCO, W	Δ		•
Distribution Center:	Delivered	#	Volume	4.50		•
AMERISERVE-OMAHA NE	0.3750	₹ 0	開門於為此	0-		3
AMERISERVE-PLYMOUTH MIN	0.3850	. 0	MARKET L	<u> </u>	****	
AMERISERVE-WAUKESHA	0.3670	0		<u>o</u>		1
FLEMING FOODS-KAPOLE	0.4725	· 0		이 🧢 📜		
KING PROVISION ATLANTA	0.3950	0	Sizes & con	ol 🗦 📜	11/4 (25)	

FIG. 195

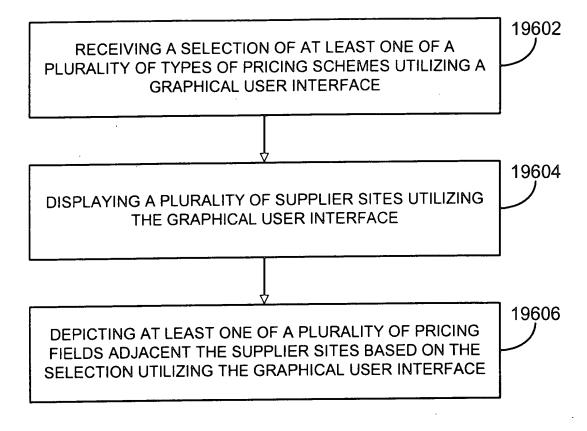


FIG. 196

Total Rest. Growth Amount	Usage Period		
5 00% ~ 1.9702 ⊗	A01/97 to 08/31/98		
Distribution	· · · · · · · · · · · · · · · · · · ·	of the second of the second of the second of the second of	jected Avg.
Center AMERISERYEPOST ALBUQUERQUE	Rest. Count	Growth % Re	st. Count
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEIPOST-SALT/LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA NE		5.00%	174 装 變

FIG. 197

lten.	Item Growth %	- Vienge	Period :	
CHICKEN-PATTY	0۔	.00		
	Covg. Avg. # L	Citem Pro	jected 🥏	
Center Usage Rest. Count	Factor: RM	Growth 🛼 L	sage	
AMER-OMAMA 44,035	98.49% 24.12	4.00%	49,205	
AMER-PLYMOUTH 37,141	100.00% 18.30	5.00%	40,823	
WATER A THE CONTRACT TO THE TENT OF THE 				

FIG. 198

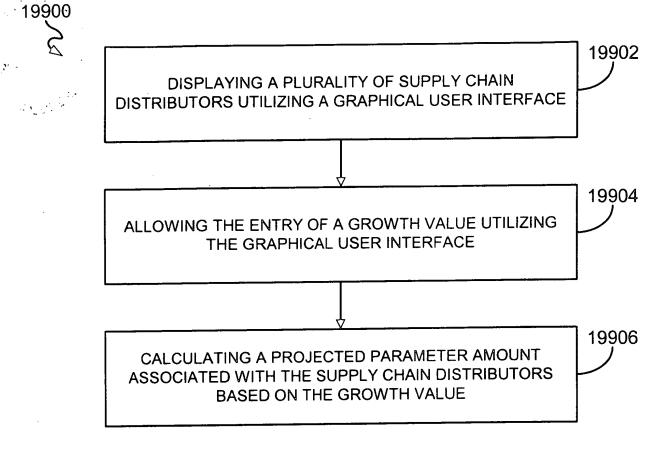


FIG. 199



CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY HERMISTON, O	R Hermiston	OR's	§ 99999
LAMB-WESTON, INC. AMERICAN FALLS		(D)	83211
Distribution Center	Lane Restriction	Hon	or TL Rate
MÉRISERVE/POST-ALBUQUERQUE	O Solver O Required		Γ.,
MERISERVE/POST-DENVER	O Solver - O Required (° ∟ '⊹''
MERISERVEPOST SALT LAKE UT	○ Solver → ○ Required (Γ
MERISERVE-OMAHA; NE	O Solver 🖹 O Required (Excluded 👑	Г
MERISERVE-PLYMOUTH MN	O Solver O Required (Excluded	75 S

FIG. 200

20002

20100

Supplier F08 CAVENDISH FARMS	Dieppe 👑	Address NB	É1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
L'AMB-WESTON INC. AMERICAN FALLS ID	Americar Falls	7. D	[83211]
Distribution Center		Restriction	
AMERISERVE POST ALBUQUERQUE	○ Solver • • • I	Required () Exclu	ded
AMERISERVE/POST-DENVER	Solver O J		

FIG. 201

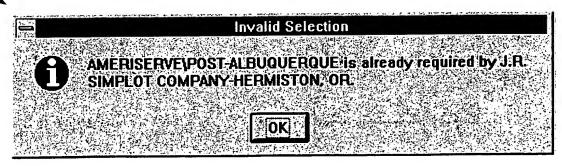


FIG. 202

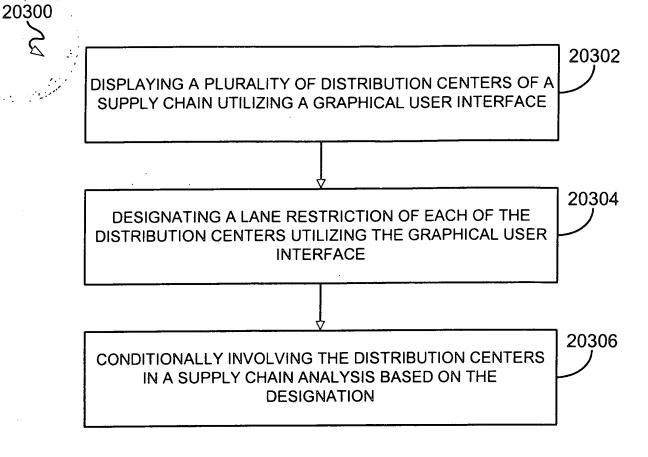


FIG. 203

Supplier F08	多注 (学科更深度)	Address	
CAVENDISH FARMS	Dieppe 📜 📆	NT - AND	⊬E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-MESTON, INC. AMERICAN FALLS ID	American Falls	D	89211
Distribution Center	Truckload Lane Freight Distance		.
AMERISERVEPOST-ALBUQUERQUE	1,617		-
AMERISERVEYOST-DENVER	1,277		
AMERISERVEPÖST-SALT LÄKE LIT	691		

FIG. 204

Suppli	er FOB			fragile.	Addre	89		
O.K. FOODS-FORT SMITH	1 AR		Fort 9	Smith	-	AR	72904	
TYSON FOODS GREEN I TYSON FOODS RUSSEL	VILEA	7.4	Russ	n Forest 🖟 etville		AR AR	72801	
Distribution Center	Meight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	.10,001 to 20,000 LBS	20,000 LBS +	1. A. C.
PS-ATLANTA	15,000					1.10		3
PS-BURLINGTON & TO	15,000	400.00				1.20		

FIG. 205

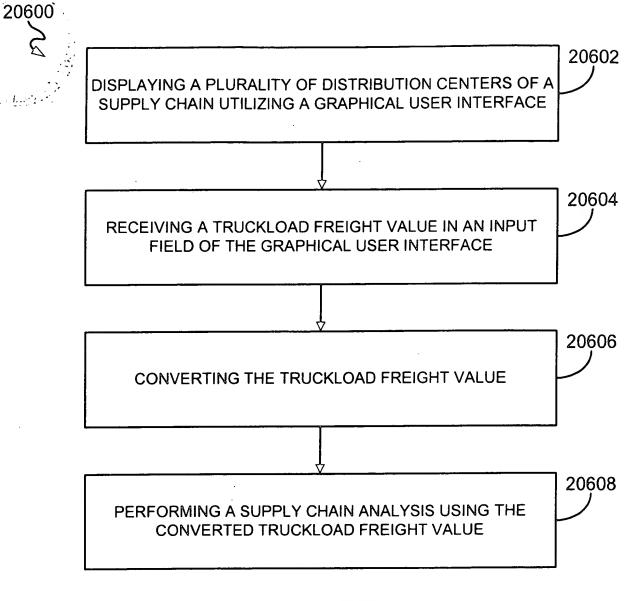


FIG. 206

Analysis Region	Force FOB
MCCABE-PORTLAND/RN/V-ANCHORAGE	📵 Yes 🔘 No
	Site Role
MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	人名英格兰人名 网络克尔斯特斯特特 医多类性神经炎性神经炎性神经炎性 化二乙基二甲基甲酚 医多种皮肤 医二种皮肤 医二种皮肤 医二种二种 医二甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基

FIG. 207

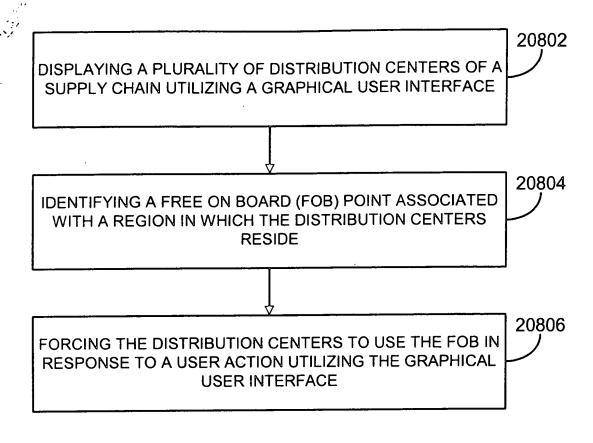


FIG. 208

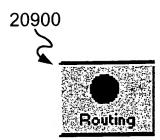


FIG. 209

21000
Report Selection

which of Dunchuck Bouding	3	Freight Information Provided	
ptimal Product Routing	<u> </u>		
SOUTH THE PARTY OF	MACH IS	Freight Information Provided	
port Parameters	经条款	LTL Routing Grid By Lane	1
Supplier: (All)		Routing Results By Lane	į.
Supplier FOB: (All)		Routing Results By Lane, Item	
Distribution Center: (All)		Routing Results w/RDC Breakout By Lane	
Distinguit Contain (Call)	NAME OF	Routing Results w/RDC Breakout By Lane, Item	}
THE TAXABLE PROPERTY.	L. Cris	TL Freight Variance Analysis	ŀ

FIG. 210

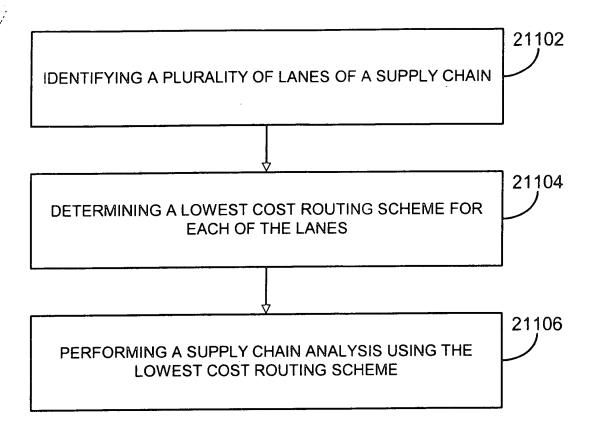


FIG. 211

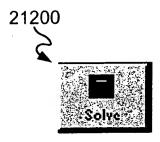


FIG. 212

213	02
Report Selection: Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awvarded Volume	The second of th
Comparison Reports	
Cost Matrix Preview	<u> </u>
Optimal Product Routing	
Tab Reports	
	⊻

FIG. 213



Awarded Volume by Item - Detail

Awarded Volume by Item - Detail

Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21.500

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Rep
	10.00

Report Name:

FIG. 216

21700

Comparison Reports

Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217

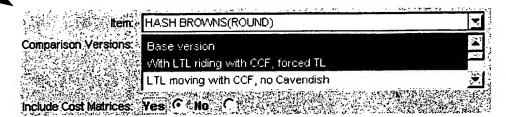


FIG. 218

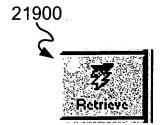


FIG. 219

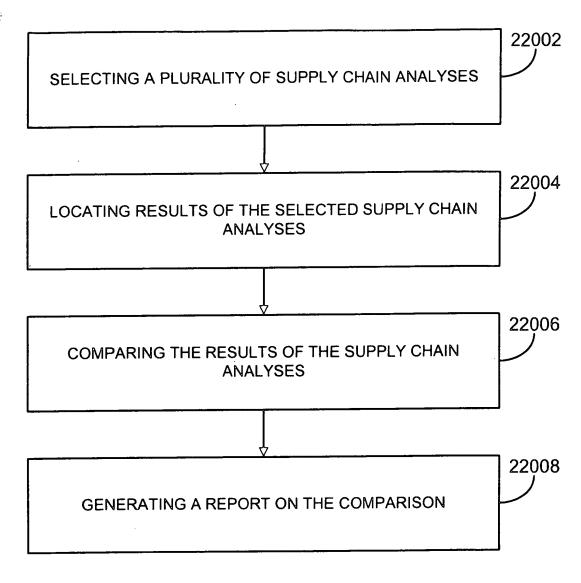


FIG. 220

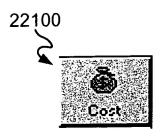


FIG. 221

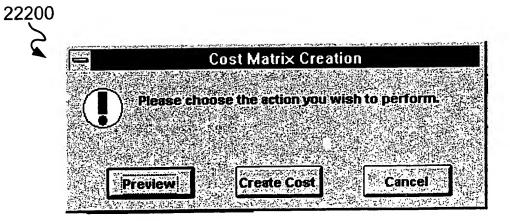


FIG. 222

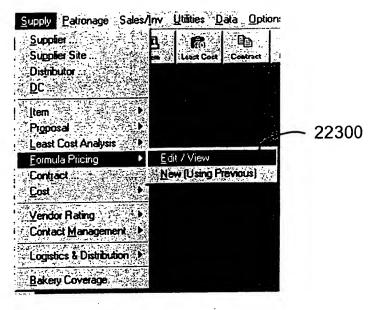


FIG. 223

Formula Pricing - BEEF - 77% - 0	34/06/98	± 0 >
the transfer is advantaged the transfer of the second seco	rmules Block Cost Adjustments	
		anegania. Breenia
The state of the s		<u>e lite interio</u> divisati seles
Pricing ID	12	
	D-40-	
Description	Beef Pricing 04/06/01	
Ben	: BEEF - 77%	
Raw Material Pricing Date	04/06/01 From: 03/23/01 To: 04/03/01	
Cost Matrix Begin Date	03/15/01 End Date: 03/28/01	
FOB Adjustment Amount	: 0.0000	
		3 x 3-6 -
。在1945年的1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,1965年,		

FIG. 224

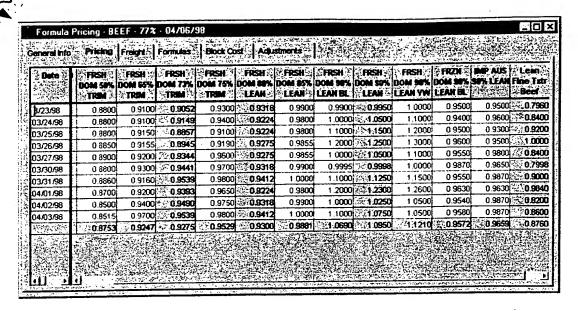


FIG. 225

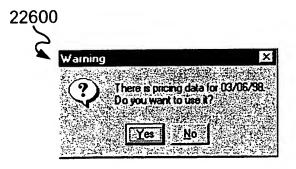


FIG. 226

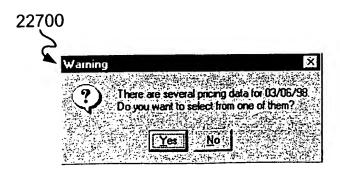


FIG. 227



Formula Pricing Selection			ر المراجعة المراجعة
	كالبراء المتعادي المتعادية المتعادية	Description	14:
10	03/08/98	Beef Pricing 3/8/98	
[1]	[3/23/98 OK	Deef Pricing 3/23/98	

FIG. 228

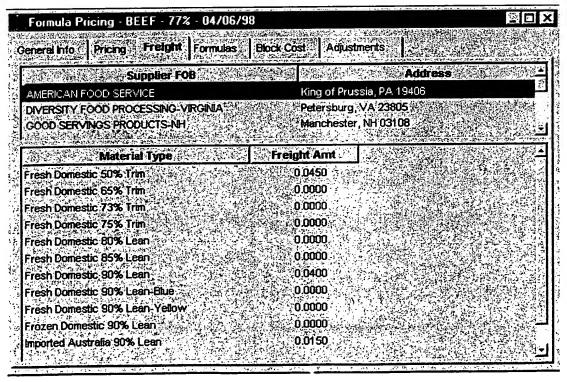


FIG. 229

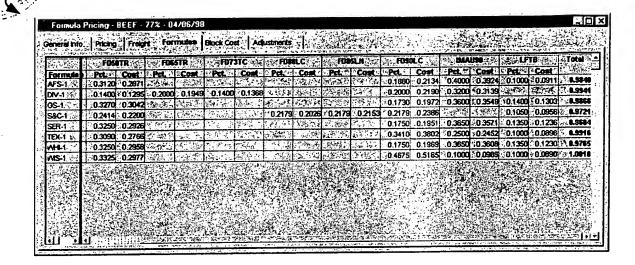


FIG. 230

nerei into «	Pricing Freight	Formulas	Block Cost	Adjustments			
Formula	Rew Material Cost	Yield	Block Cost	Margin *	FOB Price*	include?	rend V
AFS-1	0.9840		\$0.9990 °	0.1232	\$1.1222	# 조	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	東区が	
GS-1	0.9866	0.98	- \$ 1.0037	0.1287	\$1.1324	모	
5&C-1	0.9721,#	× 1.00 👙	\$0.9721	0.1457	\$1.1178	·	
SER-1	0.9684	. 0.99	⁷ \$0.9831	0.1325	\$1.1156		
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299		
WHI-1	0.9765	0.98 🔩	் \$ 0.9939	ે 0.1275	\$1.1214	以 了	
WIS-1	1.0018	- 0.98	\$1,0202	0,1334	\$1.1536	ママ・・	的图像
				建筑 建筑	237年第5年		
7.2							2014 V
			"好意"				
12 13 30							
	计算机的设备						
为外外 的			华州安东	Was a series		亲 语。"	承信 等(1)
				建筑			
				表示 。700%	表现是是		A. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.

FIG. 231

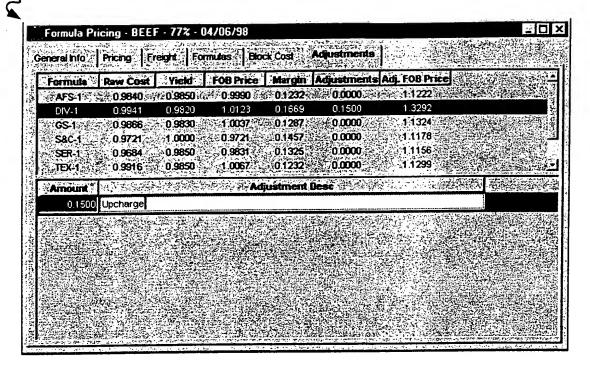


FIG. 232



FIG. 233

FIG. 234



: Formula Maintenance			₩ 6	1
Formula (1)	AMERICAN FOOD SERVICE American Food Service Formula A DIVERSITY FOOD PROCESSING - VIRGIT DIV Formula - 1b		Short Name	は
S AMERICAN FOOD SERVICE			AFS-1	
DIVERSITY FOOD PROCESSING - VIRG			DIV-1	東京
GOOD SERVINGS PRODUCTS - NH			GS-1	機会は
Number of Rows: 14				が変
Material:Type	## # # # # # # # # # # # # # # # # # #	Begin Date	Percentage	
Fresh Domestic 50% Trim		10/03/1997	31.2000%	
Fresh Domestic 73% Trim	10/01/1996	20.0000%	松	
Fresh Domestic 85% Lean	10/01/1997	5.0000%	(A)	
Fresh Domestic 90% Lean		10/01/1997	18.8000%	17.7
				藝
Number of Rows 6	20.0		100.0000%	薩
	E SELECTION SELECTION	BETTER STATE		Ŋ

FIG. 235

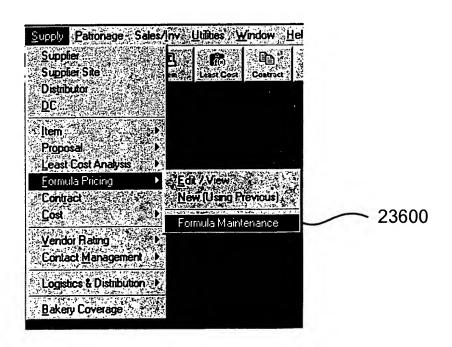


FIG. 236